

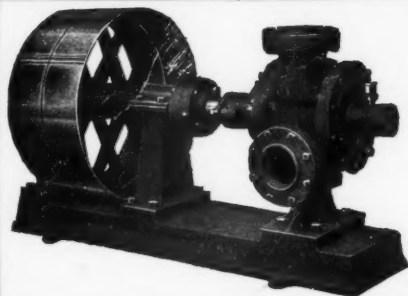
THE NATIONAL PROVISIONER

CHICAGO AND NEW YORK

PUBLISHED EVERY SATURDAY

DECEMBER 20, 1919

Entered as second-class matter, Oct. 8, 1919, at the post office at Chicago, Ill., under the act of March 3, 1879.
Subscription Price: United States, \$3.00; Canada, \$4.00. All Foreign Countries in Postal Union, \$5.00.



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THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS AND THE AMERICAN MEAT PACKERS' TRADE AND SUPPLY ASSOCIATION

PUBLISHED EVERY SATURDAY

Entered as second-class matter at the postoffice at Chicago, Ill., under the act of March 1879.

Vol. 61.

Chicago and New York, December 20, 1919.

No. 25.

PACKERS AND GOVERNMENT AGREE To Give Up Side Lines and Stock Yards Interest

Five large packers who have been under attack by various government agencies have entered into an agreement with the U. S. Department of Justice by which they are to drop unrelated lines of business and confine themselves to meat products. They are to divest themselves of any interests they may have in stock yards, terminal railroads and cold storage warehouses other than their own meat storages, and they are not to use their refrigerator cars for the transportation of anything other than their own products. They are not to cease handling dairy products, at least for the present.

The effecting of this agreement is to be through the medium of a court decree, which will be entered after settlement of its terms, and will have the force of a permanent court injunction. The terms of this decree may be amended at any time, so that the settlement is not necessarily final along the lines here indicated.

Packers take pains to state, however, that they do not agree to any admission of violation of law on their part. They make the agreement as a concession to public sentiment, and to remove any possible grounds for complaint against their methods of doing business.

While the agreement obtains as between the Department of Justice and the packers, Federal Trade Commission members have issued a statement that it will not interfere with their prosecution of the packers, which they say they intend to carry on regardless of it. Senators Kenyon and Kendrick also state that while they will amend their bills now before Congress in some respects, this settlement will not cause them to cease their efforts to have these bills passed.

The settlement was announced in Washington on Dec. 18 by Attorney General Palmer, who stated that the agreement to submit a decree to the federal court along these lines was signed by the following attorneys for the packers concerned: For Swift & Company, Henry Veeder; for Armour & Company, J. M. Faulkner; for Wilson & Company, J. P. Lightfoot; for Morris & Company, M. W. Borders; for Cudahy Packing Company, Thomas Creigh. Attorney General Palmer stated that he would drop present grand jury proceedings and anti-trust suits against these packers upon the entering of this decree.

Attorney General Palmer's statement outlines the scope of the court decree which has been agreed upon as binding the government and the large packers as follows:

An Outline of the Decree.

"Under this decree, the defendants, and each of them, either as corporations, or as individuals, are compelled, in brief:

"1. To sell, under supervision of the United States District court, preferably to the live stock producers and the public, all their holdings in public stock yards.

"2. To sell, under the same supervision, and in like manner, all their interests in stock yard railroads and terminals.

"3. To sell, under the same supervision and in like manner, all their interests in market newspapers.

"4. To dispose of all their interests in public cold storage warehouses, except as necessary for their own meat products.

"5. To forever disassociate themselves with the retail meat business.

Get Out of Allied Lines.

"6. To forever disassociate themselves with all 'unrelated lines,' including wholesale groceries, fresh, canned, dried or salt fish, fresh, fresh, dried or canned vegetables;

fresh, crushed, dried, evaporated or canned fruits; confectioneries, sirups, soda water fountain supplies, etc., molasses, honey, jams, jellies and preserves, spices, sauces, relishes, etc., coffee, tea, chocolate, cocoa, nuts, flour, sugar, rice and cereals (with an exception to be noted) bread, wafers, crackers, biscuit, spaghetti, vermicelli, macaroni, cigars, china, furniture, etc.

"7. To forever abandon the use of their branch houses, route cars and auto trucks, comprising their distribution system, for any other than their own meat and dairy products.

"8. To submit perpetually to the jurisdiction of the United States District court under an injunction forbidding all the defendants from directly or indirectly maintaining any combination or conspiracy with each other or any other person or persons or monopolizing or attempting to monopolize any food product in the United States, or indulging in any unfair and unlawful practices."

The Attorney General adds:

"The decree further provides that jurisdiction is perpetually retained by the court for the purpose of taking such other action or adding at the foot of the decree such other relief, if any, as may become necessary or appropriate for the carrying out and enforcement of the decree, or for the purpose of entertaining at any time hereafter any application which the parties may make with respect to this decree."

(Continued on page 37.)

Packers' Comment on the Action Taken

Statements by heads of four of the packing companies involved in the agreement with the government give their views of the action taken. They specifically deny any violation of the law, and state that it is their understanding that the decree of the court will not be to that effect.

Several of them state their belief that their position has been economically sound and legally correct, but they are willing to agree to the action to be taken for the sake of satisfying a public opinion which they believe to have been misguided and mistaken. As to the benefits to the public which will result from the action to be taken, they leave that to events to prove. They promise their hearty co-operation with the government in carrying out the terms of the agreement, but at least one of them expresses doubt as to the beneficial effects to the consumer.

Statement by J. Ogden Armour.

The statement by J. Ogden Armour, president of Armour & Company, is as follows:

"In agreeing to the terms of the decree referred to in the attorney general's

statement Armour & Company have abandoned a position which was economically sound and which was unassailable from a legal standpoint wholly because of our desire to bend the knee to public opinion—an opinion not justified by the facts but strong for all that.

"Armour & Company at all times will do their part in co-operating with the government to bring to an end the unrest now prevailing in the country and to terminate any suspicion of the public toward the great and vital industry in which they are engaged."

Statement by Thomas E. Wilson.

Thomas E. Wilson, president of Wilson & Company, issued a statement as follows:

"Notwithstanding the fact that the proposed decree causes great sacrifice on the part of the packers, I am now and have been for a considerable time in sympathy with the Attorney General's position. This has been evidenced by the fact that we disposed of our grocery and other unrelated lines some time ago, and that Wilson & Company are not now owners of stock in any so-called market yards.

"While there have been no violations of legal or economic laws, the public has become alarmed over the extension of the packers' business in unrelated food lines. (Continued on page 37.)

Davies and Agar Packing Interests Merge

Merging of the Davies packing interests of Canada and the Agar interests of Chicago, concluded this week, brings into the packinghouse field an organization which will rank among the foremost in the industry, both in size and in importance of the individuals involved.

Organization of the William Davies Company, Inc., an Illinois corporation, was completed on Tuesday at a meeting of stockholders in Chicago by the election of the following officers: President, E. C. Fox, Toronto, Can.; vice president, F. O. Mitchell, Toronto; vice president and treasurer, James S. Agar, Chicago; vice president and secretary, John T. Agar, Chicago.

The new corporation is an amalgamation of the William Davies Co., Ltd., of Toronto, the largest Canadian packing concern and the fourth largest exporter of pork products in America, with the John Agar Packing Company of Chicago. Mr. Fox, who has been the executive of the Davies company for some years, becomes head of the new organization, and will retain his headquarters in Canada, while the Agar brothers remain in charge of American activities with headquarters at Chicago.

The company will operate packing plants at Toronto, Montreal and Winnipeg, as well as the Chicago plants, which are likely to be greatly enlarged to fit the scope of the new concern's operations. In addition, the merger includes control of the Sheed-Thomsen Company, Ltd., of England, which is the foreign distributing unit of the enterprise.

Two Packing Families Unite.

The merger unites two famous packing-house families. The four Agar brothers came out of Iowa, where the Agar Packing Company was a pioneer enterprise, to take a leading part in American packing activities. James S. Agar speedily made a name for himself as a shrewd and successful competitor in the Chicago market,

and as a leader in every effort to advance the interests of the industry. He was the second president of the American Meat Packers' Association, and has been for years the chairman of its committee to confer with government officials. John T. Agar, the youngest of the family, has had a briefer but equally successful record, and is now treasurer of the Institute of American Meat Packers. He has been the American representative and Chicago manager for the William Davies Co., Ltd., since its entrance into the United States trade.

E. C. Fox, head of the new company, and son-in-law of the founder of the present concern, is probably the youngest packinghouse executive in North America, with one exception. He is 35 years of age, and after joining the Davies staff in 1906 rose to be assistant general manager in 1910, and general manager in 1912. He succeeded Sir Joseph Flavell as directing head of the company during the war, when the latter became Canadian munitions director, and under his administration the activities of the company have tremendously expanded in Canada, England and the United States. He is exchanging his interest in the William Davies company for founder's shares in the new company.

A Pioneer Canadian Concern.

The history of The William Davies Company, Limited, dates back to the year 1854, when the founder of the business, Mr. William Davies, operated a small plant in Toronto on a site not far removed from that of the present head office and packing plant at 521 Front Street East. Some few years later a new factory was built on the present location and this formed the nucleus of the extensive plant of today.

It was in those early days that Mr. William Davies, assisted by his two sons, began the curing and exporting of "Wiltshire" bacon to England, where even at that time there existed a considerable market for this product. The founders of the business, realizing that the Canadian

hog was not altogether suitable for the requirements of the British market, instituted a campaign to improve the type of bacon hog, importing from England the white Yorkshire hog for breeding purposes. This action was followed by other packers, who introduced the Tamworth and Berkshire breeds into Canada.

Mr. Davies also instituted a campaign of literature circulated among farming communities, with very good effect, urging the raising of better bacon hogs. As a result of this and similar propaganda work carried on since by the Government, (Continued on page 25.)

EXPORT COMMITTEE MEETS.

The Committee on Foreign Relations and Export Trade of the Institute of American Meat Packers met at Chicago on December 16 to consider various matters relating to the export trade which have lately attracted attention. Samuel T. Nash, president of the Cleveland Provision Co., Cleveland, O., chairman of the committee, presided at the session. Other committee and Institute members present were Isaac T. Powers, Home Packing Co., Terre Haute, Ind.; James G. Cownie, Jacob Dold Packing Co., Buffalo, N. Y.; G. F. Swift and Robert Maier, Swift & Co., Chicago; G. C. Shepherd and Thos. Creigh, Cudahy Packing Co., Chicago; M. Rosenback, Wilson & Co., Chicago; C. W. Vanderleck, Allied Packers, Inc., Chicago; Robert McLain, Roberts & Oake, Chicago. Announcement will be made later concerning the activities of the committee.

HEARINGS ON PACKERS' BILLS.

It is reported from Washington that the Senate Agriculture Committee will resume hearings on January 5 on the Kenyon and Kendrick bills aimed at regulation of the meat packing industry, and will give both advocates and opponents of these measures an opportunity to be heard at that time, after which the committee will close the hearings and consider its report. It is stated also that the investigation of charges against employees of the Federal Trade Commission will commence about that time.



JAMES S. AGAR,
Vice-President and Treasurer.



E. C. FOX,
President.



JOHN T. AGAR,
Vice-President and Secretary.

OFFICERS OF THE NEWLY-ORGANIZED WILLIAM DAVIES CO., INC.

Packers' Profits Were Less Last Year

The first of the annual financial reports of leading packing concerns to be made public is that of the Cudahy Packing Company, which was given out this week. Though its gross business was greater the past year, its net income was less, and its average profit was less than a quarter of a cent per pound of products sold.

In a statement accompanying this report, President Edward A. Cudahy makes the assertion that, instead of being the cause of high meat prices, packers have been "a tremendous and perhaps the only influence" which has operated to keep prices down. In other words, had it not been for the efficient and economical organization and methods of the packers, meat prices right now would be much higher than they are.

A year ago in his report Mr. Cudahy expressed the wish that the public could follow packers' costs from day to day, and see how these costs were related to the price of meats. He also stated two fundamental facts at that time—that cheap meats cannot be made from high-priced livestock, and that the packer's fractional profit has no material effect on meat prices to consumers.

He now repeats the wish that the public could have kept in touch with these matters during the past year, which has been so filled with misguided criticism and misleading agitation. He feels sure that "if others had as intimate a knowledge of facts and conditions as does the management of a packing company," public opinion would reach just conclusions.

In any discussion of the business facts of the past year as they relate to the meat industry, Mr. Cudahy says four features must be kept in mind. He outlines these as follows:

The Situation in Hog Products.

"1. Up until about mid-year, the export demand for pork products was so great that the prices for hogs and their products reached levels practically previously unknown. Since mid-year the export demand and the efficiency of shipping facilities have markedly decreased. The situation with respect to foreign exchange has also added a new factor of uncertainty. It has had the effect of increasing the consumer's price in foreign countries far beyond the normal prices and at the same time, through the shrinkage in exchange value, has decreased our avails.

"The operation of all of these influences has resulted in bringing to hogs and their products tremendous declines. And the decline has come about so suddenly and in such a brief period of time as to have been the cause of grave concern not only to the packers, who at all times have large amounts of products in process of preparation on hand, but to the live stock producers. As illustrating the situation which we have described, we quote below figures as of July 15th and November 1st, 1919, which show the decline not only in the average prices paid for hogs but in the bulk of the products realized from them:

	July 15, 1919	Nov. 1 1919
Hogs*	\$22.10	\$14.10
Lard†	34.87	26.85
Green hams†	34.75	19.00
Shoulders†	27.50	20.00

*Average cost.

†Chicago cash price.

"It is to be hoped that the return to

levels which are more nearly normal will bring a basis from which a steady reasonable and profitable trade can be developed and production encouraged profitably.

Conditions Different in Fresh Meats.

"2. The conditions affecting the sale and distribution of fresh meats of all kinds, but particularly the cattle market, were radically different than those previously discussed applying to hogs. In proportion to the return of our troops to the United States, the export demand for fresh beef diminished. The decline in cattle prices and unsatisfactory condition in the beef trade and cattle production began much earlier than in the case of hogs. Production and feeding of cattle had been stimulated by war policies. But the sudden cessation of the war and shutting off the export demand for the U. S. supply had the effect of relatively increasing our supplies and causing a marketing of beef far beyond the normal U. S. A. consumption.

"This condition immediately reflected itself in the prices paid for cattle and at wholesale for meats. As a matter of fact, the meat decline was more radical than the decline of cattle. The decline in the meat prices is shown by the following figures representing our average sales prices for all beef in New York, New England and Pennsylvania territory at the dates indicated:

Week ending—	cwt.
May 1, 1919	\$22.16
Sept 5, 1919	15.79
Nov. 1, 1919	14.98

Government Interference Harmful.

"In both cases the readjustment was made more abnormal by the action of the Government and various officials, and their extreme methods on various occasions in the effort to arbitrarily reduce prices without regard to normal business conditions. To our mind it is doubtful whether the methods used have been for the best interests of the producer and the general public in the long run.

(Continued on page 44.)

Co-Operate to Attack Living Cost Problems

to Governor Lowden's invitation was as follows:

Chicago, Ill., December 15, 1919.

Honorable Frank O. Lowden, Governor of the State of Illinois, Springfield, Illinois. Sir:

Responding to your invitation of December 10, transmitted by Major A. A. Sprague, Fair Price Commissioner, executive representatives of the Institute of American Meat Packers will be glad to attend the conference on prices and living costs. Please let us say further:

The packing industry, having noted the plans for the conference to be held by Federal, state, municipal and civic representatives at Chicago on December 16, wishes to offer its full and cordial co-operation in any efforts growing out of this meeting.

Two of the purposes for which the Institute of American Meat Packers was organized, as announced at the time of the organization, are to "co-operate with the government in all matters of national concern to the industry" and to "promote mutual improvement and the study of the arts and sciences connected with the meat packing industry."

In consonance with these principles, the Institute already has begun the study of certain problems which also will doubtless enlist the attention and energies of the conferees. The research facilities of the Institute, such information as it has gathered and the services of the members of the industry are all freely at the disposal of the conference and any committees it may appoint.

Inasmuch as the dressing and packing of meats constitute the largest single industry in the United States and inasmuch as this industry has such a close relation to all food problems, the Institute ventures to suggest several definite undertakings which it believes worth consideration by the conference:

Equalize Demand for Meat Cuts.

In the first place, a considerable part of the public discriminates against the less expensive but wholesome, palatable and nutritious cuts of meat. Such discrimination, which is based on lack of information, continues despite the advice of the United States Department of Agriculture that "people should use more fore-quarter meats and reduce prices of living." This buying tendency causes an inequality of demand for the different parts of the meat animal, and thereby makes retail merchandising of meat more expensive.

We believe the conference can accomplish much toward equalizing the demand (Continued on page 42.)

Packers' Response to Invitation.

The reply of Mr. Wilson for the packers

PRACTICAL POINTS FOR THE TRADE

(EDITOR'S NOTE.—From time to time answers to inquiries appearing on this page will be illustrated with drawings, showing graphically the points in question. This applies particularly to questions of packinghouse architecture, mechanical equipment, etc., and should prove a feature of added value to those who make use of this department.)

METHOD OF CURING TONGUES.

A subscriber in the West Indies writes for information as follows:

Editor The National Provisioner:

I should like to get a formula for the curing of tongues. Is this done by injection of the curing agent, or by immersion in warm liquid?

In the first place tongues should be thoroughly washed and scraped free of all blood, slime and dirt, then gradually cooled off in a temperature of say 38° Fahr. for from twenty-four to thirty-six hours. A tongue is a very close grained piece of meat encased in an outer covering which is almost a hermetic seal, so to speak, hence the slow chilling advised. In a strong pickle tongues will shrink in weight out of pickle, while other hog meats show a gain.

The curing of tongues varies according to the ideas of the operator, or the ultimate disposal of the material. Some pack them in barrels at 220 pounds, with 23 pounds of common salt, 3 pints of syrup and 10 ounces of saltpeter, filling the barrel with water and rolling well until the contents are thoroughly amalgamated. Roll again in 5, 10 and 15 days. They will be cured in 20 to 25 days.

Another cure is as follows: Pack the tongues in a tierce at 330 pounds, covering with a straight pickle of 90 degrees, in part of which pickle 18 ounces of saltpeter and 18 ounces of fine sugar has been dissolved, and add to the tierce and roll well, and do this again in 10 and 15 days. Cure in 20 to 25 days.

Tongues for export are usually packed in kegs, and in fresh pickle of the same strength as that they were cured in. Tongue pickle will get "ropy," owing no

doubt to some blood and slime adhering, and also to "purging" in curing.

In this connection tongues are often washed and scraped well in hot water, then drained and slowly but thoroughly chilled, then packed in a pickle which has been boiled and cooled and which has a strength not exceeding 75 degrees on the salometer, including salt, saltpeter and sugar. This, of course, is a mild cure, and the temperatures must be low and uniform during the curing process. The curing varies, depending upon whether it is for butcher shop, canning or glass, or for export purposes.

CANADA INTERPRETS F. O. B.

Consul Felix S. S. Johnson, Kingston, Ontario, Canada, has just reported a late decision rendered by the Canadian courts, which is of considerable importance to shippers. It declares that the term "free on board" means that the seller, at his expense, places the goods on the car or vessel which is to carry them from the point specified, and that the buyer takes the risk onwards; at the same time the goods must, at destination, be in conformity with the conditions of sale or they may be legally rejected.

Further, it is necessary to distinguish delivery from acceptance; for, said the court: "The carrier is the agent of the purchaser, but his mandate is limited to the transportation of the goods. The question to decide is whether it was the thing sold that was carried from the point of shipment. If the vendor has correctly delivered the thing sold, the buyer becomes the proprietor immediately. If he delivers something else—for instance, if he has sold goods of first quality and delivers goods of second quality—there is no delivery of the thing sold. The buyer can refuse them only when they arrive at their destination."

HOOVER SAYS EUROPE STARVES.

Starvation faces from 15,000,000 to 20,000,000 persons in central Europe outside Germany unless some means can be discovered for their assistance, Herbert Hoover, former food administrator, said in a formal statement at Washington on December 17. Unless relief is quickly furnished he predicted a breakdown of stable government in the countries affected and "creation of another cesspool like Russia."

To meet the situation Mr. Hoover proposed that the "great surplus of wheat and flour" held by the grain corporation be sold on credit to Finland, Poland, Austria, and other nations of central Europe. The grain corporation, he said, could extend the credits out of capital it already possesses, without a call for special appropriations by congress.

BRITISH GUIANA LIVESTOCK.

Consul George E. Chamberlin, Georgetown, British Guiana, advises that the Board of Agriculture for that colony reports the number of livestock on the coastal fringe of the colony, from 1913 to 1918, as follows:

	Cattle.	Sheep.	Goats.	Swine.
1913....	81,240	18,410	14,030	14,000
1914....	89,500	19,700	14,800	11,600
1915....	97,760	22,150	15,290	13,768
1916....	93,264	22,806	14,766	12,450
1917....	98,950	22,840	13,750	11,800
1918....	77,108	20,611	11,236	12,532

In addition there are reported to be in the Rupununi district, approximately 30,000 head of cattle. There are considerable areas of savannah lands in the interior of the colony suitable for cattle raising and the recent completion of a cattle trail to the Rupununi district, which will make it possible to get these cattle to a market, should give an impetus to the industry. A large increase will have to take place, however, before cattle raising can be considered of any great commercial importance.

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Chicago and New York

Official Organ Institute of American
Meat Packers and the American
Meat Packers' Trade and
Supply Association

Published Weekly by

The Food Trade Publishing Co.

(Incorporated Under the Laws of the State of
New York)

at the Old Colony Building, Chicago.
Eastern Office, 116 Nassau Street, New York.

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FACTS AND FIGURES

The first of the larger packers' annual
financial reports to be made public shows
a profit on products sold during the past
year of less than a quarter of a cent per
pound. Gross sales increased, but net
profits were not much more than half
those of the preceding year. Commenting
on these figures, the head of the company

said that "in view of the risks of the busi-
ness no fair-minded person would say that
such profits were in any sense adequate."

Yet agitators, both in and out of gov-
ernment employ, continue to go about the
country demanding legislation to "curb"
these packers. The result of such agita-
tion, combined with production and mar-
keting costs, seems to have been the most
effective sort of a curb.

A continuance of such conditions for a
further period, even without the "ham-
stringing" legislation which is advocated,
might push packers' profits to the vanish-
ing point. When that time arrived be-
lievers in government operation and mu-
nicipal abattoirs might see their dreams
realized. But what would happen to the
consumer?

In this same report the assertion is
made that, instead of being the cause of
high meat prices, packers have been "a
tremendous and perhaps the only influ-
ence to hold them down." On the other
hand, the agitation and attacks of the past
year, together with misguided govern-
ment efforts to arbitrarily reduce prices,
have only served to aggravate the situ-
ation and make it more abnormal. The
livestock producer is already beginning to
realize the doubtful benefit of such efforts,
and he is aligning himself against them.

It remains for the consumer to enlighten
himself. The financial reports which tell
this story are based on books and records
which are open to the government and to
the public, and packers are eager to have
them examined, that the facts they state
may be substantiated. But until honest
effort to ascertain these facts is substi-
tuted for suspicion and abuse, the public
must remain in the dark.

FOREIGN TRADE SITUATION

The excess of American exports over
imports has grown out of bounds, in the
opinion of Philip B. Kennedy, whose first
annual report as Director of the Bureau
of Foreign and Domestic Commerce has
just been made public. There is no ques-
tion about the demand for American goods
abroad. Europe is still experiencing an
acute shortage of food, raw materials, and
all kinds of manufactured goods. Lacking
imports to balance our exports, the perti-
nent question is the extent to which we
can safely take future promises to pay.

Whatever one's views about the proper
nature of the peace settlement, all may
readily see and agree that foreign credit
arrangements are being delayed awaiting
a more stabilized condition. Unless cer-
tain reasonably adequate credits are soon
made to foreign countries, our exports

may be expected to fall off on account of
depreciated foreign exchange.

It is easy to magnify or minimize unduly
the real significance of our trade gains,
continues the report. The observer who
ignores the changing value of the dollar
and leaves out of consideration the un-
usual demand and the lack of competition
may conclude that the gain is much more
substantial than it really is.

On the other hand, there is no lack of
writers who argue that the whole apparent
gain is illusory. They emphasize the
peculiar advantages that have been en-
joyed by our exporters without allowing
for the serious difficulties that have had
to be overcome. Our trade has unques-
tionably been retarded by lack of shipping,
by the trade restrictions that still persist,
and, above all, by inadequate means of
financing trade.

The real situation is midway between
these two extremes. The gain in value of
exports in 1919 over 1918 was not due
solely to an advance in prices even though
there was little or no gain in quantity. It
is due more to a change in the class of
goods exported. For instance, we shipped
4,500,000 tons less of coal in 1919, but we
shipped 5,000,000 tons more of wheat and
cotton and meat and miscellaneous goods.
This substitution of a higher class of
goods has had much to do with the gain
in value of exports.

American export firms should realize
that now is the time to lay foundations for
permanent foreign trade, declares the re-
port. At this time, when the pulse of for-
eign business conditions is uncertain and
subject to rapid changes, policy must be
formulated on the basis of most recent
and authentic information. World trade
adjustment is going on. It is often diffi-
cult, however, to distinguish real develop-
ments from unfounded rumors. Many
ambitious projects have little behind them.
American firms should test every proposi-
tion for trade development very carefully.

The character of our foreign business
today will determine our opportunities of
tomorrow, in Mr. Kennedy's opinion. If
American exports are made to assist in re-
storing essential production abroad and
lead to sound world economic conditions,
the resulting security will enable trade
to then go ahead with confidence. The
United States is at present the world's
principal producer. It is especially im-
portant that we face the general question
of our export trade in a far-sighted busi-
ness manner. We have a big stake in the
stability of world economic conditions.
Our future as an exporting nation depends
to a large degree upon our policy in the
immediate crisis.

HOWE TO MANAGE SKINNER PLANTS.

R. C. Howe, for 23 years general manager of Armour & Company's Omaha interests, has associated himself with Paul F. and Lloyd M. Skinner as vice-president and general manager of the Skinner companies, taking a large financial interest in the business.

Few men are better known in the packing world than R. C. Howe of Omaha. Thirty-nine years ago Mr. Howe started with the Armour interests as an office boy and rapidly rose to the position of general superintendent of the Chicago plant. When twenty-seven years of age he was commissioned to open up the South Omaha plant.

In addition to looking after the Armour interests in Omaha and in the midwest, Mr. Howe was also entrusted with the investigation of the packing fields for the Armour interests in Australia, South America and Canada, and located the first of the Armour South American plants, where the volume of business now almost equals that in the United States. When the National Packing Company was dissolved Mr. Howe was also given the responsibility of appraising the company's many extensive plants. He is well known as one of the most active and public-spirited of Omaha's leading business men, being a director of the Chamber of Commerce and otherwise identified with the larger business activities of the city. He is a director in the Union Stock Yards Company, the Stock Yards National Bank, the Howe Coal Company, Faulkner Coal Company, Megeath Coal Company and vice-president of the Union Rendering Company.

Mr. Howe will devote his efforts to managing the packing house end of the Skinner interests and will at once extend this branch of the business, which it is said will mean other plants in the near future, and it also means that Omaha will be the headquarters and the home of a large and extensive midwest packing company. He says it is his ambition to build up in the middle west, where livestock is produced,

a packing company that will be second to none in this country.

The Skinner interests are at present represented by three companies. The Skinner Baking Company operate at Council Bluffs, Iowa, one of the largest wholesale bakeries in this territory. This plant has been operating continuously for some forty years, and under the Skinner management has been greatly extended and enlarged. The Skinner Manufacturing Company operates in Omaha the world's largest and most modern macaroni plant. This company



R. C. Howe.

does a national business in macaroni products.

The Skinner Packing Company has just completed on the south side at Omaha one of the largest beef and pork packing plants in the country. At 12th and Douglas streets, the company is erecting an eight-story and basement building. The first

floor of this building will be devoted to a branch house for the packing company, five floors will be used for cold storage, and the top two floors are for the packing of poultry and eggs, as the packing company has an extensive produce department which will move into the new building as soon as it is completed.

TRADE GLEANINGS.

The East Tennessee Packing Co., Knoxville, Tenn., is about to erect a new \$100,000 slaughter house.

Work on the new plant of the Arizona Packing Co., Phoenix, Ariz., is being rapidly rushed to completion.

Swift & Company contemplate the establishment of a cold storage house at their Green Bay, Wis., plant.

The C. F. Simonin coconut oil factory, Philadelphia, Pa., was damaged by a recent fire to the extent of \$300,000.

The Continental Oil & Cotton Co., Abilene, Tex., is rebuilding its \$250,000 plant which was recently destroyed by fire.

Klinck & Schaller, Inc., Buffalo, N. Y., have secured a permit for the erection of an abattoir at 640 Howard street, to cost \$60,000.

Lehman Johnson, of the New Memphis Laboratories, has been made an official chemist of the Memphis Merchants' Exchange.

The smokehouse of the Charles G. Kriel packing plant at Baltimore, Md., extensively damaged by a recent fire, will be rebuilt at once.

The Wichita Falls Cotton Oil Co. has been incorporated at Wichita Falls, Tex., with a capital stock of \$150,000. The incorporators are Frank Kell, Wichita Falls; J. E. Wolf, Charlie, Tex.; and F. B. Pope, McKinney, Tex.

The Farmers' Packing Co. has been organized at Nashville, Ga. W. G. Eager, president and manager, and J. J. Newman, treasurer, both of Valdosta, Ga., are the officers. A new fireproof building will be constructed immediately and approximately \$20,000 worth of machinery ordered.

The 35th annual meeting of the shareholders of Swift & Company will be held at the general offices of the company, at the Union Stock Yards, Chicago, on January 8, 1920, at which time there will be an election of officers and other business. For the purposes of this meeting the stock transfer books will close on December 10, 1919, and remain closed until the morning of Friday, January 9, 1920.

The Texas Union Packing Co. and the Texas Union Stockyards Co., of Houston, Tex., have announced plans whereby they will build a new packing center and stockyards at an approximate cost of \$4,000,000 on the ship channel, near the turning basin. W. C. Turnbow, of Houston, Tex., is president of the new companies, and James M. Doud, of the Doud Commission Co., Chicago, is vice-president.

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JONES & LAMB CO., Baltimore, Md. MEAT PACKERS CORRESPONDENCE SOLICITED

PACKERS who buy our SPECIAL HAM PAPER for smoked meat wrapping and Lard Liners, get the GREATEST VALUE the market offers.

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Hartford City Paper Company

Hartford City, Indiana

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Prices Advanced—Trade More Active— Passing of Edge Export Bill Causing Confidence—Hogs Higher.

The market for hog products showed no particular change of interest until Tuesday, when there was an advance of 1½c per lb. in lard, ½c per lb. in ribs and \$1.50 per bbl. in pork. The advance in the market was apparently a stampede of shorts, based on the passing of the Edge bill, and belief that the passing of the bill would be the signal for a large amount of buying for export, based on the more advantageous conditions for export business as shown in the provisions of the Edge bill. The fact, however, that all the machinery for putting this bill into operation must be organized, and that after the machinery is organized and the discounts given, the liability for ultimate payment will rest with the exporting house, may not make it quite so attractive.

The advantage will be that the shipping house will be able to discount on long time, but must take the responsibility for the account. This is a very different proposition from a Government credit, which would be used for the immediate need of actual buying, and the responsibility for the ultimate payment would be on the foreign Government and not on the foreign individual, and through the foreign individual the exporter here, as would be the case under the Edge bill.

The advance in exchange from the low level recently made had a very decided effect on the market. The idea that possibly the exchange situation had seen the worst was extremely encouraging, but a careful canvass among export interests does not indicate that there is any evidence of new business coming to light. A good deal of stuff is going out, but it is on old contracts, and for some time there has been no indication of any renewal of the demand. Confidence, however, as reflected in the future market, points to some resumption of buying.

The hog market has been quite strong. The advance in the market for hogs makes a recovery of about \$1.50 from the recent low level, and values have naturally been influenced by the action of the future market. The movement of hogs has been rather light, and for the week the packing was only 857,000, against 847,000 the previous week, and 1,132,000 last year. The total since Nov. 1 has been 4,337,000, against 6,242,000 a year ago, a perpendicular decrease of 1,905,000 hogs.

Bulls contend that this decrease is a direct reflection of the decrease in the total number of hogs in the country compared with the corresponding time last year; others claim that the decrease is due to the relative feeding costs and the price of hogs. Whatever the facts are, the position has been that there is a distinct lessening in the supply of hogs compared with last year, and as a result of this lessening the statement of stocks was of a very great deal of interest.

The mid-month stocks showed a decrease in regular lard of about two million pounds for the half month, while short ribs increased and extra sides were about the same. The details of the Chicago stocks follow:

	Dec. 15, 1919.	Dec. 1, 1919.	Dec. 15, 1918.
Mess Pork, reg., brls.	2,192	2,655	3,877
Lard, reg., lbs.	11,677,844	13,547,155	9,541,939
Other Lard, lbs.	6,716,785	6,220,275	29,406,441
Short Rib Sides, lbs.	708,438	729,031	493,244
Ex. S. C. Sides, lbs.	852,334	854,022	4,048,457

The shipments from Chicago, of cut meats, since Oct. 31 have been 163,000,000 lbs., against 138,000,000 lbs. last year, and of lard 84,000,000 lbs. against 85,000,000 lbs. For the past week the shipments of cut meats were about 2½ million pounds less than last year; lard, a million pounds more, and fresh meats 24,000,000 lbs. less.

The average price of live hogs the last week at Chicago was the lowest since February, 1918, or in nearly two years. The lowest daily average was \$12.10, made earlier in the month. The highest daily average was \$22.20, made in mid-summer. The comparative prices follow:

	\$12.80	14.65	\$9.00	\$16.05
Last week				
Previous week	14.00	15.10	9.40	15.75
Cor. week 1918	17.50	14.50	9.50	15.10
Cor. week 1917	17.05	11.10	11.00	16.50
Cor. week 1916	9.85	10.00	9.25	12.30
Cor. week 1915	6.40	8.55	6.30	8.90
Cor. week 1914	7.15	7.95	5.50	8.25
Cor. week 1913	7.65	8.15	4.90	7.45

Cor. week 1912	7.18	7.55	4.50	7.70
Cor. week 1911	6.07	7.00	3.60	5.80
Av. 1911 to 1918	\$ 9.85	\$ 9.35	\$ 6.80	\$10.25

The exports of hog products during the past week amounted to 1,232,000 bbls. of pork, 13,316,000 lbs. of lard and 24,610,000 lbs. of meats. The exports included 245,000 lbs. of lard and 119,000 lbs. of meats to Germany, 4,921,000 lbs. of lard to Holland and 3,600,000 lbs. of meats. The shipments of lard and meats to Holland last week were 13,072,000 lbs. of lard and 8,100,000 lbs. of meats, while previous week they included 695,000 lbs. of lard and 1,231,000 lbs. of meats. Quite a good many are confident that the export movement to Holland means that Holland is financing transshipments of meats and lard for Germany.

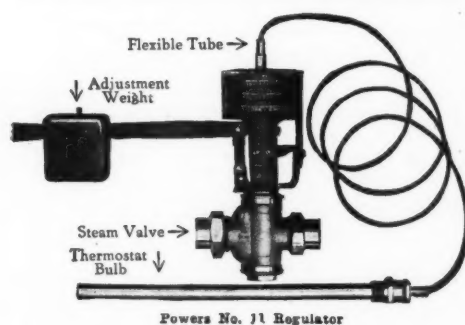
The reports from the East indicate that in beef there has been a fair domestic distribution, but that the export trade is very limited, and recently it has been extremely difficult to sell anything excepting fresh packed stuff. There has been a good deal of irregularity in prices for packing for the last two months. Considerable quantities of old-packed beef are said to be held at the seaboard.

PORK—The market was quiet but firmer influenced by the better tone in the West and prospects of a better export demand with the passing of the Edge bill. The cash market at Chicago was nominally quoted at about \$43. At New York mess pork was \$46½ nominal; family, \$52@54; and short clear at \$46@53.

LARD—The market was dull but firmer with hogs and reports of a good demand in the West as well as decreasing stocks. At New York City prime western was quoted at \$24.10 nominal, and middle west at \$23.80@23.90 nominal. City lard was quoted at 23½ nominal; refined to the continent, \$26½; South America, \$26¾; and Brazil in kegs, \$27¾. Cash lard at Chicago was 60c less than December at 21.60.

BEEF—The market was dull and unchanged. Export interest was lacking. New York quotations were: Mess, \$22@23; family, \$27@28; extra Indian mess, \$48@50.

SEE PAGE 31 FOR LATER MARKETS.



Powers No. 11 Regulator

No. 11 Lever and Weight type. Also made with spring adjustment. Other Regulators for other purposes—every one a proved success.

Removes All Danger of Over-scalding Hogs

The difficulty of keeping Hog-Scalding Water at the right temperature is entirely removed by the use of Powers Thermostatic Regulators.

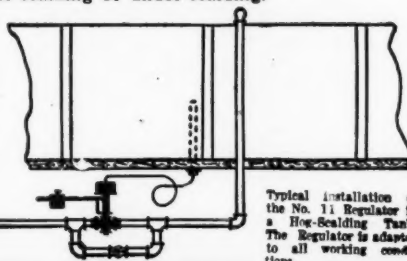
Hand regulation of heat means over-scalding or under-scalding.

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Powers Regulators hold the temperature steady all the time.

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JANUARY HOGS AND PRODUCTS.

"The country seems to be feeding the livestock markets just about hogs enough to keep the market toned up," say W. G. Press & Co., "and whenever there is enough supply to make the market a little top-heavy the country chokes off the receipts and the market comes back again with renewed energy. We are approaching the period in the winter hog-packing season when the East will be a dominating factor in the making of prices.

"We have called attention several times recently to the fact that after January 1st Ohio and Indiana would be practically marketed up on their winter crop of hogs. This would bring Eastern buyers to the Western markets, and if the consumption of hog products continues normal, it will be hard to break the hog market.

"A great many are anticipating a very heavy run of hogs in January. This is logical, for the country has not up to the present time really loosened up. Railroads are not furnishing cars up to the demand of the shippers and hogs are gaining weight very rapidly and should there be any shortage in the number of hogs this year competent stockmen say the deficiency in numbers would be made up by extra weight.

"Should it turn out that January hog receipts are as heavy as is anticipated, the month of January might be the low period for hog prices in this winter's packing season. We have felt all the time that hogs would sell lower during this winter's packing season than they have sold so far, but our prediction is threatened with absorption into the realm of uncertainty. We await with interest one or two weeks of heavy hog receipts in the near future as a test as to whether the market is going to make a new low price.

"The cattle market is extremely weak. Cattle are off about \$2.50 per hundred from a week ago. The trade in fresh

pork cuts of all kinds is very much improved. Pork loins are selling from 20c to 22c, making pork far more attractive in price to consumers than it was a short time ago. It was but a short time ago when pork loins were selling around 32c a pound. Lard and ribs in the future market had a sharp advance this week. We anticipated this advance during the Thanksgiving period, when the provision market usually has a good upturn. This year the advance is a little later than usual. We think the market has advanced far enough for the present."

GREEN AND SWEET PICKLED MEATS.

(Special Letter to The National Provisioner from The Davidson Commission Co.)

Chicago, Dec. 19.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

Regular Hams—Green, 8@10 lbs. ave., 21½c; 10@12 lbs. ave., 21c; 12@14 lbs. ave., 20½c; 14@16 lbs. ave., 20c; 16@18 lbs. ave., 20c; 18@20 lbs. ave., 20c. Sweet Pickled, 8@10 lbs. ave., 24½c; 10@12 lbs. ave., 24c; 12@14 lbs. ave., 23½c; 14@16 lbs. ave., 23c; 16@18 lbs. ave., 22½c; 18@20 lbs. ave., 22½c@25½c.

Skinned Hams—Green, 14@16 lbs. ave., 20c; 16@18 lbs. ave., 20c; 18@20 lbs. ave., 20c; 20@22 lbs. ave., 19½c; 22@24 lbs. ave., 19½c. Sweet Pickled, 14@16 lbs. ave., 20½c; 16@18 lbs. ave., 20½c; 18@20 lbs. ave., 20½c; 20@22 lbs. ave., 20c; 22@24 lbs. ave., 19c.

Picnic Hams—Green, 4@6 lbs. ave., 16¾c; 6@8 lbs. ave., 16c; 8@10 lbs. ave., 15¾c; 10@12 lbs. ave., 15½c. Sweet Pickled, 4@6 lbs. ave., 19c; 6@8 lbs. ave., 18c; 8@10 lbs. ave., 17c; 10@12 lbs. ave., 16½c.

Clear Bellies—Green, 6@8 lbs. ave., 26½c; 8@10 lbs. ave., 25c; 10@12 lbs. ave., 24c; 12@14 lbs. ave., 23c; 14@16 lbs. ave., 22c. Sweet Pickled—6@8 lbs. ave., 27½c; 8@10 lbs. ave., 25½c; 10@12 lbs.

ave., 24½c; 12@14 lbs. ave., 23½c; 14@16 lbs. ave., 22½c.

EXPORTS OF PROVISIONS

Exports of provisions from Atlantic and Gulf ports for the week ending Dec. 13, 1919, are reported as follows:

	PORK, BBLs.		
	Week ended Dec. 13, 1919.	Week ended Dec. 14, 1918.	From Nov. 1, '19, to Dec. 13, 1919.
United Kingdom	738	490	1,067
Continent .....	.....	.....	1,067
So. & Cent. America .....	.....	.....	179
West Indies .....	.....	.....	1,003
B. N. A. Colonies .....	.....	.....	818
Other countries .....	.....	.....	17
Totals	738	490	3,084

BACON AND HAMS, LBS.

United Kingdom	25,526,200	12,064,750	92,759,800
Continent	9,696,000	4,995,365	82,379,200
So. & Cent. America .....	.....	.....	129,065
West Indies .....	.....	.....	519,608
B. N. A. Colonies .....	.....	.....	48,875
Other countries .....	.....	.....	42,253
Total	35,222,200	17,060,115	175,878,801

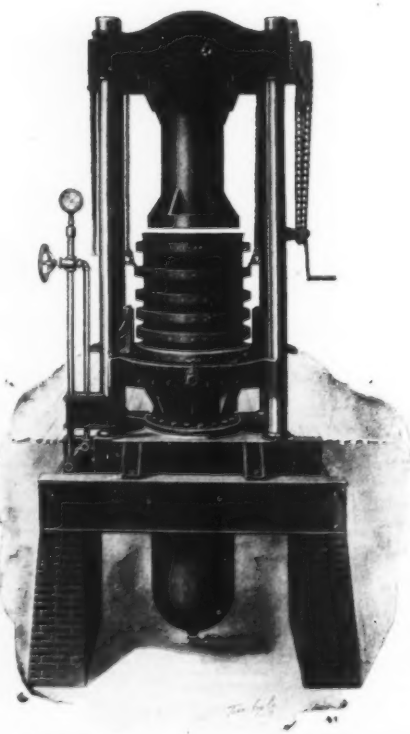
LARD, LBS.

United Kingdom	1,850,000	3,037,650	21,081,000
Continent	8,852,200	4,883,755	62,466,684
So. & Cent. America	6,000	80,000	515,155
West Indies .....	.....	50,000	763,474
B. N. A. Colonies .....	.....	.....	.....
Other countries .....	.....	.....	29,528
Total	10,708,200	8,060,405	84,835,841

RECAPITULATION OF THE WEEK'S EXPORTS.

	Pork, lbs.	Bacon and Hams, lbs.	Lard, lbs.
New York	738	17,286,200	4,083,200
Portland, Me. ....	.....	6,835,000	.....
Boston .....	.....	1,872,000	1,850,000
Philadelphia .....	.....	6,796,000	3,343,000
Baltimore .....	.....	300,000	100,000
Mobile .....	.....	.....	6,000
New Orleans .....	.....	.....	.....
Galveston .....	.....	.....	.....
Montreal .....	.....	1,843	726,000
St. John, N. B. ....	.....	.....	.....
Total week	738	35,222,200	10,708,200
Previous week	2,031	36,977,001	26,384,857
Two weeks ago	615	30,853,200	4,488,741
Cor. week 1918	490	17,060,115	8,060,405
Comparative summary of aggregate exports from November 1 to December 13:			
1919.	1918.	Increase.	
Pork, lbs.	736,800	981,200	*244,400
Bacon & Hams, lbs.	175,878,801	73,238,358	102,640,443
Lard, lbs.	84,835,841	32,669,810	52,166,031

*Decrease.



500 Ton H-P-M Hydraulic Scrap Press

The saucer and plunger are chambered and fitted for steam heating. The cheese is ejected by hydraulic pressure. Built of steel throughout.

H-P-M Hydraulic

The line of grease extraction presses that affords the greatest range for capacity—20 standard sizes and designs of curb presses and 25 standard sizes and designs of tankage presses. This line is the result of 43 years' development.

Lard & Tankage Presses

The line that represents superior quality. Check the specifications point by point—they show greater strength and durability. The largest packing companies in the world have placed H-P-M presses in their plants at home and abroad. Our presses were awarded highest honors at the World's Columbian, the Pan-American, the Saint Louis and the Panama-Pacific Expositions.

SEND FOR CATALOGS

Illustrated catalogs giving detailed specifications and full description of H-P-M presses may be had upon request. We are in position to modify standard types or make new designs to meet special requirements.

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Cleveland
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TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW—The market the past week has been very quiet with the undertone barely steady and prices slightly easier. No important transactions were reported, and expectations are that business will be on a small scale until the holidays have passed. There is still a shortage of coal, and as a result demand from soapmakers is very quiet. Other greases have been rather weak, and competing oils have also been easier with demand of a rather hand to mouth character. No export interest has been in evidence but the foreign financial situation was better with a good rally in foreign exchanges and expectations are for a further improvement, owing to the passage of the Edge bill by the senate. The Argentine has placed quite large loans with England and France, part of which, it is believed, will be used in the purchase of tallow in the Argentine. Prime city tallow at New York was quoted at 14½¢ nominal with special loose at 15½¢, and edible at 18¢. At Chicago packers No. 1 was quoted at 14@14½¢ and edible at 17@17½¢.

OLEO STEARINE—There has been little feature to the market the past week. Trade has been dull with demand lacking and the undertone a shade easier. The weakness in tallow and greases together with the coming holidays has resulted in a lack of interest on the part of consumers. At New York City oleo was quoted at 20½¢@21¢, and at Chicago 19½¢@20¢.

SEE PAGE 31 FOR LATER MARKETS.

OLEO OIL—The market was steady with demand fair and extra quoted at 31½¢@32¢ in New York and at Chicago 29½¢@30½¢.

GREASE—Consuming demand is slow and expected to remain so until after the holidays and the market was weaker, particularly in the West. Yellow was quoted in New York 12¾¢@13¼¢, choice house, 11½¢@12¼¢, and at Chicago yellow was quoted at 13@13½¢ and house at 12½¢@13¢.

NEATSFOOT OIL—The market was dull and featureless but the undertone was firm. Twenty degree cold test was quoted at \$2.25, 30 degree at \$2.05 and prime at \$1.85.

DAVIS AND AGAR MERGE.

(Continued from page 18.)

Canada stands today on a par with the leading European countries in the quality of its bacon hogs.

In 1892 Mr. Davies, owing to the death of his sons, decided to reorganize the company, and Mr. J. W. Flavelle, (later Sir Joseph Flavelle, Bart.) became identified with the firm, assuming the position of managing director. Under the new administration the progress of the company made rapid strides. Increased effort was directed towards the development of export business, and with marked success.

Owing to the growth of the Canadian business, the company decided in 1905 to erect a new plant in Montreal for the slaughter and handling of cattle, sheep and hogs, and to install facilities for complete packinghouse operations. This establishment has been an important contributor to the company's success.

Built Up a Modern Business.

While the company was steadily expanding its export business the management also devoted considerable attention to the home market and built up, both in Toronto and Montreal, a large organization in connection with this end of the business. Beginning with cured meats, new departments have been added from time to time, until from an unpretentious bacon-curing plant has evolved the modern, completely equipped packing house of today, manufacturing all the products and by-products incidental to an up-to-date packing plant, including fresh and cured meats, pure lard, shortening, cooked meats, canned meats and soups, fresh and smoked sausage, pickles, sauces, etc., also handling immense quantities of butter, eggs, cheese and oleomargarine for export and domestic requirements.

The company possesses a complete distributing agency in England—the chief consumer of Canadian bacon—and has become the largest exporter of bacon in Canada and one of the largest on the American continent. The constantly increasing demand for beef and kindred products for the stores, as well as for local and export requirements, determined the company to engage more largely in this end of the business. In 1917 they expended a million dollars in the erection of an up-to-date beef abattoir, freezer building, ice house and new cattle pens in conjunction with their Toronto plant.

Entrance Into United States Trade.

Four years ago the company commenced operations in Chicago, where they have successfully developed a large export and domestic trade. An excellent packinghouse site has been secured ad-

jacent to the stock yards, well served with railroad facilities, and an organization has been built up already handling a large volume of business.

The company in this merger takes over the packing plant of the John Agar Company of Chicago, the physical equipment of which is supplementary to their own plant. The company's three packing plants at Toronto, Chicago and Montreal rank, in point of efficiency and equipment, with the most progressive houses in America. The management is concentrated and the work of all the company's branch houses is to be co-ordinated from one central point.

The company will now have on its payroll approximately 4,000 employees. Its fixed investments in packing plants have grown from a few thousand dollars to approximately \$6,500,000, and the necessary working capital has grown proportionately. The gross annual sales have grown from a few thousand dollars to the sum of \$68,500,000.

Sir Joseph Flavelle, Bart., from the year 1892 to 1906 held the office of managing director, and from the latter date until 1912 that of president and general manager. In 1912 he relinquished active management, and Mr. E. C. Fox assumed full direction of the company's business activities.

NOV. OLEO OUTPUT AT CHICAGO.

The oleomargarine output for the Chicago district for the month of November, 1919, was 18,143,000 pounds uncolored and 293,966 pounds colored, a total of 18,436,966 pounds. This is over half a million pounds more than the output for the preceding month and about the same as the same month a year ago. Renovated butter produced in the Chicago district in November totalled 202,642 pounds.

Oleomargarine production in the Chicago district by months for the past year is as follows:

	Pounds.
November, 1918	18,533,070
December	18,942,583
January, 1919	21,528,873
February	10,241,265
March	14,963,527
April	16,578,853
May	16,184,166
June	9,236,138
July	11,542,114
August	13,139,797
September	13,223,982
October	17,821,072
November	18,436,966

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Durban
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Surabaya

Wellington
Sao Paulo
Christchurch

GERMAN EXPORT PROHIBITION.

Foodstuffs and animal feeds of all kinds, including seeds; horses, cattle, hogs, sheep, goats and fowls; and animal and vegetable oils and fats are among the articles which are prohibited from being exported from Germany, without special permit, according to a cablegram from the American mission in Berlin. The list of 19 prohibited articles was announced in a proclamation published Dec. 1, and designated them as being of "prime necessity." Violation of the order will result in punishment by imprisonment.

SCANDINAVIAN TRADE CRISIS.

Cable advices from Stockholm state that within a week something resembling a crisis is probable in Scandinavian business circles as the result of the rapidly rising price of the dollar over the krona (crown). Many American cargoes arriving at Gothenburg will be refused by Swedish purchasers, who face heavy losses. They may adopt the tactics of the Danish buyers, who are now re-shipping American cargoes back to New York, where they sell them at a profit. Such consignments were purchased months ago, when the exchange favored the Danish crown, to be paid upon delivery. Under the present exchange rate, the merchants cannot afford to accept delivery, but as prices in the United States have leaped upward, they are able to reship and clean up a good margin.

At least ten cargo boats are awaiting dock facilities at Gothenburg, carrying American goods with hundreds of thou-

sands of dollars. If all this is accepted, it will mean the loss of thousands of crowns to the Swedish importers for exchange since the goods were purchased.

NEW TEXAS PACKING ENTERPRISE.

Announcement is made of the formation of the Texas Union Packing Company at Houston, Tex., to build a \$4,000,000 meat packing and stockyards plant on the deep water connections with the Gulf near Houston. A 60-acre tract of land has been purchased, and it is announced that work will begin on the yards and plant within 60 days. It is stated that a canning department will be included. The Texas Union Stock Yards Co. has also been incorporated to handle the yards end of the enterprise. James M. Doud, president of the Doud Livestock Commission Co., Chicago, is vice-president and general manager of both companies, and Eli H. Doud is treasurer and manager of the Houston plant. W. C. Turnbow, of Houston, cattleman, oil operator and capitalist, is president of both companies. Plans have been made for five-story steel and concrete packing plant buildings and other equipment for a modern plant, refinery, etc.

ARGENTINA WANTS U. S. CAPITAL.

Efforts are being made to interest North American capitalists in the project of building a railroad from the city of Salta, Argentina, to Antofagasta, Chile, according to information received by Julius Klein, United States commercial attache at the embassy at Buenos Aires. Because

of a lack of railroads more than thirty thousand head of cattle are now driven from Salta to Chile through mountain passes each year and many perish on the journey. The estimated cost of the road is \$25,000,000 gold. It is proposed that North Americans should not only build, but operate the road.

COPRA AND COCOANUT OIL IMPORTS.

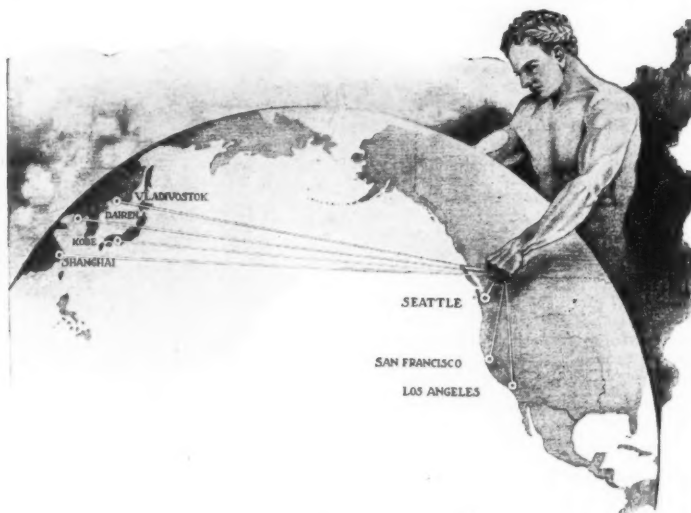
Imports of copra and cocoanut oil into the United States during October, 1919, are reported as follows by countries:

Cocoanut meat, broken, or copra:

From.	Not shredded, pounds.	Shredded, pounds.
Jamaica	11,200	.....
Canada	35,981	3,510
Honduras	2,927	.....
Panama	9,575	.....
British India .....	.....	185,660
Straits Settlements .....	.....	186,550
Other British East Indies .....	.....	6,688,075
Dutch East Indies	536,963	.....
Japan	1,087,466	120
New Zealand	693,720	.....
Other British Oceania	16,089,236	.....
French Oceania	2,724,415	.....
Philippine Islands	3,239,159	.....
Totals	25,030,642	7,063,915
From—	.....	Cocoanut Oil, lbs.
Canada .....	.....	499,591
Haiti .....	.....	18,247
British India .....	.....	447,659
Other British East Indies .....	.....	3,627,868
French Oceania .....	.....	76,000
Philippine Islands .....	.....	24,561,888
Total .....	.....	29,231,053

TRIESTE STORAGE FACILITIES.

Vice Consul O'Hara cables from Trieste that the Chamber of Commerce of Trieste has given assurance that sufficient storage space could be put at the disposal of American exporters in the local free port, and that 800 tons of goods daily can be discharged without difficulty.

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VEGETABLE OILS

WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

Cottonseed Oil Active and Irregular—Price Fluctuations Rapid—Crude Oil Easier—Spot Demand Quiet—Vegetable Oils Dull and Steady.

The market for cottonseed oil the past week has been very active and irregular, with prices covering a wide range, and with fluctuations at times very sharp. From the high levels of the month prices sold off at the end of last week 1 to 2½c per lb. and showed declines of 2½ to 4c per lb. from the high levels of November, but have rallied 1¼ to 2c per lb. from the low levels this week, with an active and mixed trade. Liquidation was on a heavy scale; sentiment was rather bearish, and prices broke sharply, due to the continued disappointing consuming demand, the weakness in some of the competing oils and greases, and a break in crude oil to the 17c level, a decline of 3½c per lb. from the season's high. The selling appeared to be largely Southern liquidation, and mainly local professional, while the buying on the breaks was mostly by brokers who usually act for refiners, and who were believed to be covering short sales. The technical position of the market, however, was strengthened by the severe declines and this week prices have advanced as violently as they broke, re-

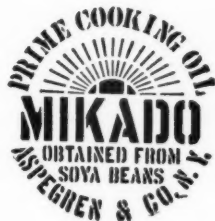
covering just about half the decline from the high of November, on heavy covering of shorts, and with rather general commission house buying. There was heavy buying by Cotton Exchange interests, and a good demand from Wall Street, while Western interests bought freely, and the local crowd were forced to cover, due to catching of stop-loss orders, the Government report on seed, the sharp rally in sterling exchange from the low level, firmness in cotton and a better tone in the crude oil market, which rallied a cent a pound, to eighteen cents with the upturn in futures. The passing of the Edge Bill by the Senate, which is expected to materially improve the foreign financial situation as far as exports are concerned, had considerable to do with the upturn in the market, as well as the sharp rally in lard and other commodities.

There has been no improvement, however, in the consuming trade, and the distribution of oil continues to show a marked falling off from a year ago. Compound lard is in very slow demand, although firmly held, and it was stated that the butterine business was very poor—in fact the poorest at any time within the past two years. There is, however, little actual oil pressing on the market as the

movement of oil has been hindered to a great extent by the coal shortage and the scarcity of railroad cars, and spot oil is rather firmly held by the leading refiners. It is believed in some quarters that the demand will continue disappointing until after the holidays, but it is claimed that when the Spring demand begins the buying will be heavy, as the domestic trade have let their shelves run bare of supplies, in anticipation of lower prices.

Crude oil continues to move rather slowly, although there was some belated selling when the future market broke to 17c, but the market has since rallied to 18c bid, owing to the better feeling and with less disposition on the part of the mills to offer freely. With crude oil at the 17c level, the market was at a full working differential with the distant options, and as a result there was quite liberal hedging by refiners. The sales of crude, however, were stated by well-informed authorities to have been very small below 17½c, while in some quarters liberal purchases were claimed at 17c in the southeast.

The Government report placed this year's cottonseed crop at 4,898,000 tons against 5,360,000 tons last year, a decrease of 462,000 tons. The five-year aver-



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age is 5,727,000 tons. On the basis of the average crush of seed the past five years, the possible crush this year would be slightly in excess of four million tons which, with an average refining loss of 10 per cent, points to a cottonseed oil crop of approximately 2,650,000 bbls. against 2,900,000 last year, or about 250,000 less than a year ago. The average crop the past five years was about 3,100,000 bbls. The carry-over of old oil was approximately 425,000 bbls. against 700,000 last year. With the crop and carry-

over, indications point to supplies this year of roughly 3,075,000 bbls., or about 500,000 bbls. less than last year. The smaller crop outturn so far has been greatly offset by the large reduction in distribution the first three or four months of the season, and the small export clearances compared with last year. The farm value of seed per ton on Dec. 1st was given by the Government at \$72.65 against \$64.99 last year, and a five-year average of \$37.23. Seed has been reported privately as high as \$100 per ton, but as indicated by the Government figures, this must have been for a very high grade of seed.

The vegetable oil markets were rather dull and featureless throughout the week with no changes of importance, except a decline of $\frac{1}{4}$ c in crude soya bean oil. Consuming demand has been lacking and on a very small hand-to-mouth scale, and indications are that it will remain so, at least until the holidays are over. There is very little oil, however, pressing on the market and offerings on the whole are not large. Export demand has been quiet, although considerable encouragement was derived from the passing of the Edge Bill by the Senate, and it is believed that, were credits available, Europe would absorb any surpluses obtainable. The Government report placed the peanut crop at 33,263,000 bu. against 46,010,000 bu. last year, a decrease of approximately 13,000,000 bu. in the crop outturn.

COTTONSEED OIL—Market transactions:

Saturday, Dec. 13, 1919.—Market closed active and weak.

	Range		Closing	
	Sales	High Low	Bid	Asked
Spot			1900	a 1950
Dec.	600	1960 1950	1900	a 1960
Jan.	1400	1990 1925	1925	a 1940
Feb.			1900	a 1935
Mar.	13900	2005 1930	1933	a 1937
April			1935	a 1955
May	4500	2015 1955	1958	a 1965
June	100	2023 2023	1955	a 1980
July	600	2028 1970	1965	a 1970

Total sales, 23,300. Prime Crude S. E., \$17@17.50 sales.

Monday, Dec. 15, 1919.—Market closed active and firm.

	Range		Closing	
	Sales	High Low	Bid	Asked
Spot			1900	a 2000
Dec.			1901	a 2000
Jan.	800	1980 1920	1930	a 1960
Feb.			1941	a 1960
Mar.	16400	2008 1945	1986	a 1990
April	100	1982 1982	1982	a 1985
May	10900	2025 1960	2000	a 2001
June			2003	a 2010
July	2800	2025 1970	2005	a 2007
Total sales, 33,400.				

Tuesday, Dec. 16, 1919.—Market closed strong.

	Range		Closing	
	Sales	High Low	Bid	Asked
Spot			1975	a
Dec.			2000	a
Jan.	100	1980 1980	2020	a 2065
Feb.			2025	a 2065
Mar.	8200	2075 2010	2063	a 2067
April	100	2065 2065	2065	a 2079
May	6200	2090 2040	2078	a 2082
June	100	2060 2060	2050	a 2095
July	3900	2095 2050	2083	a 2085
Total sales, 19,000.				

Wednesday, Dec. 17, 1919.—Market closed strong.

	Range		Closing	
	Sales	High Low	Bid	Asked
Spot			2000	a
Dec.			2050	a
Jan.	1800	2102 2040	2090	a 2102
Feb.	500	2095 2085	2088	a 2093
Mar.	19300	2125 2100	2115	a 2120
April			2105	a 2125
May	11200	2135 2110	2133	a 2135
June	200	2125 2110	2110	a 2135
July	6300	2139 2115	2138	a 2140
Total sales, 38,800.				

SEE PAGE 31 FOR LATER MARKETS.

SOYA BEAN OIL—The market was quiet with demand less active and prices were a shade easier. Offerings, however, were not large. Sellers' tanks from the coast December shipment were quoted at 16@16 $\frac{1}{4}$ c with January quoted at 15 $\frac{1}{4}$ c. The New York spot market was unchanged and quoted at 17 $\frac{1}{2}$ @18c for crude oil.

PALM OIL—The market was again

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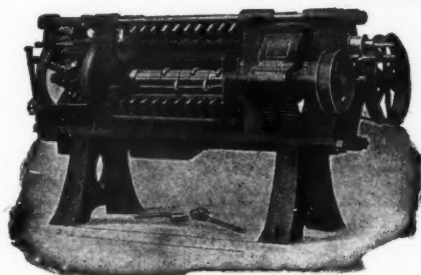
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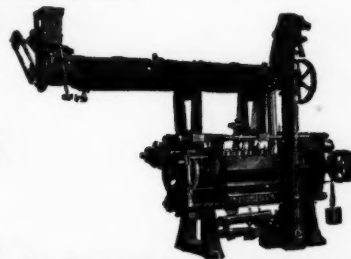
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quiet but firmly held. Lagos in casks was quoted at 17c, and Niger at 15½@16c. Palm kernels in barrels was quoted at 20c nominal.

COCOANUT OIL—The market was very quiet and steady. Demand is expected to continue slow until after the holidays. Manila oil was quoted at 17@17½c f. o. b. the coast in sellers' tanks. Ceylon sellers' tanks New York was quoted at 17½@17¾c, and Cochin in barrels 19@20c. Copra was firm at 11@11¼c.

PEANUT OIL—The market is dull and easier with a letup in the demand. The Government placed the domestic crop at 33,263,000 bus., against 46,010,000 last year. Oriental oil was quoted at 22¼@22½c f. o. b. the coast in sellers' tanks. Domestic deodorized oil is nominal at 26@27c.

CORN OIL—The market is rather quiet but steady with demand slow but stocks small. The coal situation has been against production. Crude oil is quoted at 20@20½c nominal and refined oil at 23½@23¾c.

TRADING IN OFF OIL.

The marketing of off oil has become such a serious problem for Southern cotton oil mills that it became necessary to hold a conference on the subject to decide on action to be taken. A meeting of representatives of Valley mills was held

last week at Memphis, and each state was asked to name representatives to meet with a committee of buyers to arrange a basis for moving oil and making settlements. President J. H. Du Bose of the Interstate Cottonseed Crushers' Association will arrange for the conference.

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DEATH OF A SWIFT DIRECTOR.

Thomas Bradley, a director of Swift & Company and one of the best known men in the meat industry, died December 16 at Pasadena, Cal. Mr. Bradley was born in Philadelphia in 1842. For ten years he was associated with G. F. Swift, founder of Swift & Company. He was owner of the Bradley market, Philadelphia, and a member of the Manufacturers' Club. He was also a director of the Philadelphia Life Insurance Company and of the Citizens' Trust Bank of Pasadena. He was elected a director of Swift & Company at the last meeting of shareholders in January, 1919.

"SPECIAL WEEKS" CAMPAIGNS.

A schedule of "special weeks" campaigns is being put through by Armour & Company, during each of which both sales and advertising efforts are co-ordinated and concentrated on particular products. During the week of December 1 the featured product was oleomargarine. The present schedule of "special weeks" campaigns extends until October 1, 1920, with an average of one special week each month. The plan as outlined is to push especially seasonable items during each special week when the campaign is in progress.

BRITISH TO DROP MEAT CONTROL.

It is reported from London that government meat control will soon be abandoned. It is said that meat supplies, unlike conditions elsewhere in Europe, are sufficient to cover all needs for several months. A general consequence of the continuance of control under the present regulations, it

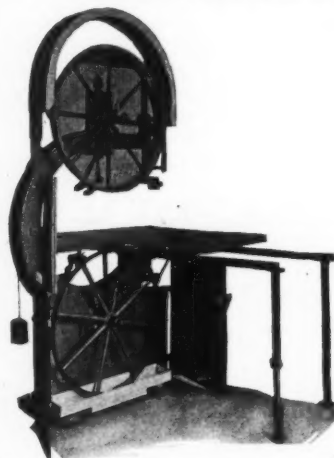
is contended, is too much hardship to the consumer and loss to the trade, while the particular result is a grievous waste of both meat and money.

The allegations involved in the matter have been crystallized into a series of queries to the minister of food which have been placed on a motion paper of the House of Commons. Twenty steamers with cargoes of beef and mutton are said to be lying in various ports in the United Kingdom and cannot be discharged on account of lack of storage.

It is claimed that the stocks of meat in cold storage amount to 1,000,000 tons. Imports during two months are estimated at 57,000 tons for December and 60,000 for January. The present monthly consumption is around 30,000 tons and it is claimed that about 150,000 tons of beef and mutton are lying in the freezing works of Australia and New Zealand.

Consumption of meats has fallen 33 per cent owing to high prices and only release from control and consequent lower prices will bring consumption back to normal.

SUPERIOR TRAVELING TABLE MEAT SAWS



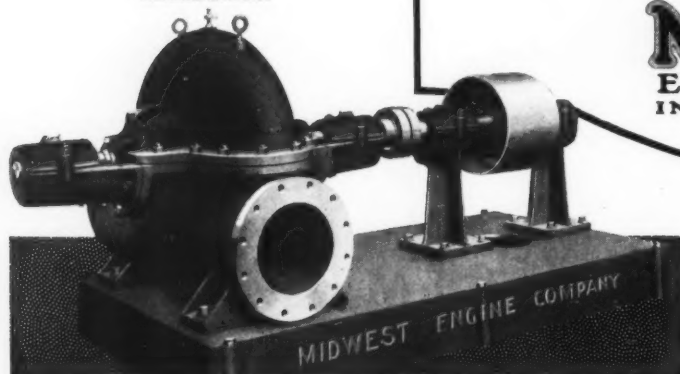
are to be found in every packing house in the Union Stock Yards, Chicago. This should be evidence sufficient to prove the merits of our machine.

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This Midwest Dependable Pump is especially designed for plants requiring large capacity, with discharge head ranging from 15 to 100 feet.

It is the belt-driven, double suction type, and is made in sizes from 2 inch to 42 inch suction and discharge.

Of its many points of superiority, we call attention to the following:

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—impeller shaft removes without disturbing belt,

—rotating element is easy of access,

—tension on belt does not strain pump, because it is taken up by two babbitted pedestal bearings.

This is made possible by locating the pulley between out-board bearings, and connecting it by a flexible coupling.

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303 Caples Building

Jacksonville, Florida

231 East Bay Street

THE WEEK'S CLOSING MARKETS

FRIDAY'S CLOSING MARKETS.

Provisions.

Hogs, after a steady advance the past week, showed a reaction Thursday but were again firm on Friday with a top of \$14.05; product also has eased with quiet trading. Apprehension of a larger hog movement has affected speculative operations. Domestic distribution is fair, export demand is at a standstill. The excited changes in exchange preclude any large business. Passing of the Edge bill is increasing confidence, which seems to be sadly lacking. Total provisions stocks decreased 72,000,000 lbs. in November, while packing for November shows a decrease of 1,000,000 hogs. The decrease in all product produced was 264,000,000 lbs., while the decrease in meat stocks was only 72,000,000 lbs., showing largely reduced foreign or domestic distribution.

Cottonseed Oil.

Cottonseed oil was easier late in the week, the list selling off with less active support, the weaker tone in foreign exchange and in lard and with a weakened technical position, owing to the advance of 2c a lb. in four days. There was further pressure from refiners in evidence and scattered selling and profit taking by the West and South. Wall street interests supported the list on breaks. Demand for spot oil continued disappointing, but crude oil was steadier and quoted at 18@18½c. There was little change in vegetable oils. Demand generally was slow. Soya bean oil was rather heavy, but cocoanut oil was strong in buying for Western account, where a shortage of cocoanut oil is reported.

The Government census report today on cottonseed products showed a domestic distribution for four months of 302,000,000 lbs. of refined oil as against 419,000,000 lbs. last year, a decrease of 117,000,000 lbs., or at the rate of about 850,000 bbls. per year. Closing quotations on Friday: January, \$20.10@20.50; March, \$20.70@20.80; May, \$20.80@20.90.

Tallow.

Market dull. City special loose quoted at 15½c.

Oleo Stearine.

Market quoted at 20c. Extra oleo oil at 31c.

FRIDAY'S GENERAL MARKETS.

Lard in New York.

New York, Dec. 19, 1919.—Spot lard at New York, prime Western, \$23.65@23.75; Middle West, \$23.40@23.50; city steam, \$23@23.12½; refined continent, \$26.75@27; South America, \$27; Brazil kegs, \$28; compound, 25@25¼c.

Marseilles Oils.

Marseilles, Dec. 19, 1919.—Copro, fabrique, —fr.; copra, edible, —fr.; peanut, fabrique, —fr.; peanut edible, —fr.

Liverpool Produce Markets.

Liverpool, Dec. 19, 1919.—(By Cable.)—The British government has control of the market and no quotations are available. Australian tallow at London, 110s.

Hull Oil Markets.

Hull, England, Dec. 19, 1919.—(By Cable.)—Refined cottonseed oil, 110s; crude, 97s.

CANADA AMENDS PORK ORDER.

The Canadian Court of Commerce has confirmed its order in respect to prices charged by the packers of and dealers in pork products. However, the judgment makes an amendment with respect to

mess pork and lard that originate in the United States. These are exempted from the order. The judgment says on this point:

It appears with respect to the commodities mess pork and lard that such thereof as originates in the United States of America cost at present higher prices than will permit their sale within Canada at the prices at which, pursuant to the order, they ought to be sold, and that sales would be made at a loss; it is ordered that until the further order of the board, said commodities where so originating, but not otherwise, stand excepted from said order.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to Dec. 19, 1919, show exports from that country were as follows: To England, 555,453 quarters; to the Continent, 158,655 quarters; to other ports, nothing. The previous week's exports were as follows: To England, 20,346 quarters; to the Continent, 75,356 quarters; to other ports, nothing.

RECEIPTS AT CENTERS

SATURDAY, DEC. 13, 1919.

	Cattle.	Hogs.	Sheep.
Chicago	3,500	9,000	7,000
Kansas City	1,200	2,700	200
Omaha	5,500	4,200	5,700
St. Louis	900	9,000	400
St. Joseph	400	4,000	....
Sioux City	1,000	2,000	1,000
St. Paul	400	2,500	600
Oklahoma City	1,100	100	....
Fort Worth	1,500	100	....
Milwaukee	....	300	....
Denver	200	300	2,600
Louisville	200	1,200	100
Wichita	....	100	....
Indianapolis	400	12,000	400
Pittsburgh	100	3,000	600
Cincinnati	500	3,400	400
Buffalo	200	3,000	1,600
Cleveland	400	3,000	1,500
Nashville, Tenn.	100	700	....
Toronto	500	200	200

MONDAY, DEC. 15, 1919.

	Cattle.	Hogs.	Sheep.
Chicago	28,000	41,000	32,000
Kansas City	21,000	12,000	7,000
Omaha	8,500	8,000	18,000
St. Louis	8,000	19,000	4,500
St. Joseph	2,000	6,500	3,500
Sioux City	3,500	4,500	4,000
St. Paul	14,000	8,000	3,000
Oklahoma City	3,000	500	....
Fort Worth	6,500	800	200
Milwaukee	100	800	....
Denver	4,800	1,400	5,400
Louisville	2,100	3,100	200
Wichita	1,300	800	....
Indianapolis	1,200	13,000	200
Pittsburgh	5,500	9,500	5,500
Cincinnati	2,500	8,000	500
Buffalo	4,400	8,500	8,000
Cleveland	1,500	6,000	5,000
Nashville, Tenn.	1,000	1,400	100
Toronto	4,100	500	2,300

TUESDAY, DEC. 16, 1919.

	Cattle.	Hogs.	Sheep.
Chicago	22,000	62,000	37,000
Kansas City	15,000	21,000	9,000
Omaha	9,500	12,500	16,000
St. Louis	8,000	19,000	4,000
St. Joseph	3,000	2,500	4,000
Sioux City	3,500	7,000	2,500
St. Paul	3,600	11,000	1,300
Oklahoma City	1,400	500	....
Fort Worth	5,000	900	100
Milwaukee	500	4,000	200
Denver	3,100	4,000	900
Louisville	300	3,000	100
Wichita	1,400	1,100	....
Indianapolis	1,000	14,000	300
Pittsburgh	200	2,000	500
Cincinnati	600	7,000	300
Buffalo	200	3,200	1,500
Cleveland	300	4,000	2,000
Nashville, Tenn.	200	2,000	....
Toronto	2,100	400	400

WEDNESDAY, DEC. 17, 1919.

	Cattle.	Hogs.	Sheep.
Chicago	11,000	2,000	20,000
Kansas City	12,000	15,000	3,000
Omaha	6,000	10,000	8,000
St. Louis	5,500	20,000	4,500
St. Joseph	3,000	12,000	5,000
Sioux City	3,500	8,000	4,000
St. Paul	2,000	17,000	5,500
Oklahoma City	2,000	600	....
Fort Worth	4,000	600	200
Milwaukee	300	3,500	....
Denver	1,700	1,800	5,700
Louisville	500	3,500	100
Wichita	800	1,700	....
Indianapolis	1,200	20,000	500
Pittsburgh	200	3,000	300
Cincinnati	1,000	7,100	600
Buffalo	500	2,000	2,400
Cleveland	300	6,000	2,000
Nashville, Tenn.	400	1,200	100
Toronto	2,000	800	600

THURSDAY, DEC. 18, 1919.

	Cattle.	Hogs.	Sheep.
Chicago	13,000	58,000	20,000
Kansas City	6,000	12,000	2,000
Omaha	4,200	10,000	10,000
St. Louis	4,200	14,500	1,600
St. Joseph	2,000	7,000	4,000
Sioux City	5,000	6,000	2,000
St. Paul	5,000	8,500	3,500
Oklahoma City	3,200	900	....
Fort Worth	4,500	300	300
Milwaukee	600	3,500	300
Indianapolis	1,500	20,000	300
Pittsburgh	100	6,000	8,000
Cincinnati	900	7,400	200
Buffalo	300	2,600	1,400

FRIDAY, DEC. 19, 1919.

	Cattle.	Hogs.	Sheep.
Chicago	8,000	35,000	8,000
Kansas City	3,000	9,000	2,000
Omaha	2,500	8,500	4,000
St. Louis	3,000	25,000	1,800
St. Joseph	2,000	8,000	4,000
Sioux City	1,200	8,000	1,000
St. Paul	2,000	6,000	3,000
Oklahoma City	1,500	1,050	....
Fort Worth	2,500	400	1,700
Milwaukee	200	2,000	....
Indianapolis	1,200	15,000	300
Pittsburgh	2,500	1,300	....
Cincinnati	600	8,500	450
Buffalo	700	4,200	4,000

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Dec. 13, 1919, are reported as follows:

Chicago.	Cattle.	Hogs.	Sheep.
Armour & Co.	8,834	25,300	28,697
Swift & Co.	8,651	22,200	24,825
Morris & Co.	6,971	20,500	16,833
Wilson & Co.	6,815	21,200	14,105
Anglo-Amer. Prov. Co.	1,126	10,800	....
G. H. Hammond Co.	4,336	13,300	....
Libby, McNeill & Libby	5,134	....	....

Brennan Pkg. Co., 6,000 hogs; Miller & Hart, 4,100 hogs; Independent Pkg. Co., 9,300 hogs; Western Pkg. & Prov. Co., 18,100 hogs; Roberts & Oake, 9,000 hogs; Boyd-Lunham & Co., 8,600 hogs; others, 28,600 hogs.

Omaha.	Cattle.	Hogs.	Sheep.
Morris & Co.	4,251	6,093	5,873
Swift & Co.	6,344	7,941	10,221
Cudahy Pkg. Co.	6,540	8,642	11,151
Armour & Co.	5,925	7,104	8,749
J. W. Murphy	....	5,487	....

Kansas City.	Cattle.	Hogs.	Sheep.
Armour & Co.	7,692	15,540	2,975
Fowler Pkg. Co.	2,200	....	....
Wilson & Co.	6,159	12,065	3,643
Swift & Co.	8,512	12,583	4,306
Cudahy Pkg. Co.	7,334	11,446	6,092
Morris & Co.	6,913	13,933	3,785
Others	466	131	32

St. Louis.	Cattle.	Hogs.	Sheep.
Morris & Co.	7,298	12,357	3,338
Swift & Co.	8,261	8,138	4,019
Armour & Co.	6,257	6,659	3,297
East Side Pkg. Co.	179	....	....
Independent Pkg. Co.	1,259	....	....
American Pkg. Co.	115	....	39
Krey Pkg. Co.	213	....	....
Heil Pkg. Co.	40	....	....
Others	789	....	1,913

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending Dec. 13, 1919:

CATTLE.	
Chicago	41,877
Kansas City	39,460
Omaha	22,837
St. Louis	26,940
Sioux City	10,911
Cudahy	1,048
South St. Paul	10,497
Philadelphia	1,875
New York and Jersey City	9,801
Oklahoma City	6,432

HOGS.	
Chicago	196,900
Kansas City	76,574
Omaha	34,857
East St. Louis	27,154
Sioux City	26,468
Cudahy	31,433
Cedar Rapids	17,016
Ottumwa	12,042
Philadelphia	32,163
Philadelphia	10,892
New York and Jersey City	17,171
Oklahoma City	6,577

SHEEP.	
Chicago	84,260
Kansas City	22,677
Omaha	42,241
East St. Louis	13,313
Sioux City	10,385
Cudahy	242
South St. Paul	5,762
Philadelphia	8,039
New York and Jersey City	44,491
Oklahoma City	186

NEW YORK LIVESTOCK

WEEKLY RECEIPTS TO DEC. 13, 1919.

	Cattle.	Calves.	Sheep.	Hogs.
Jersey City	5,308	4,089	24,775	10,244
New York	2,935	4,429	12,036	6,927
Central Union	1,555	1,444	7,680	....
Totals	9,801	10,562	44,491	17,171
Totals last week	11,937	10,365	51,491	20,788

HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

Chicago.

PACKER HIDES active. One packer sold 6,000 November butt branded steers at 32c and also 14,000 November Colorado steers at 32c. The same packer is offering December branded cows at 32c. Buyers generally express no opinion on branded hides except that they look for prices to recede below a 30c basis for branded cows which are coming in great numbers as yet. Branded steers are not being received with as great freedom as the cows. Some killers consider butts are worth more than Texas owing to the rather good movement recently of native steers. No new developments noted in native hides. One packer has light cows this side of January but others are sold out. Native steers quoted nominal about 37@38c; Texas 32@34c; butts 32@34c; Colorados 32c; branded cows 32c; heavy cows 37@38c; lights 35c last paid; middle weights last sold at 37c and the only unsold killer is asking up to 40c now. Native bulls quoted at 33@35c nominal and branded at 30@31c nominal. Most all packers had the opportunity to participate in the branded movement at 32c and declined.

COUNTRY HIDES quiet. Business is at a standstill locally. Most sellers are sold out to the middle of January on all lines of hides. Efforts to buy buff weights at 25@26c have been futile so far this week and these bids are still around the market for early shipment. Extremes are said to be wanted at 33@34c for prompt shipment with nothing of such delivery available. Open bids are in the market for extremes for January delivery at 30c, speculators being ready to take a chance at that level. Tanners would pay 32c for good section extremes in straight weights for January delivery. There continues to be a good demand for bulls of all descriptions with supplies meager. Holders are inclined to value their stuff a trifle too high with the result that trades are hard to effect. All weight hides in the originating sections are quoted at 24@25c delivered basis for business with buyers slow to take hold for the moment owing to the uncertainties attendant upon such operations in view of the nervous position of packer hides, which continue to be the guide lines for country operations. Heavy steers here are quoted at 33@35c; heavy cows and buffs quoted at 24@26c for prompt goods; recent sales as low as 22c reported in outlying markets for January shipment. Extremes are quoted at 32@34c nominal with some operators calling for immediate delivery good lots worth about 37c. Branded hides are quoted dull at 20@22½c flat; bulls at 27@30 nominal as to lots; country packers 30c bid; glue hides 14@16c.

NORTHWESTERN HIDES quiet. No new developments noted in the Twin cities market. Operations are restricted by the

moderate supplies and holders' disinclination to force business in the face of tanners' attitude of waiting. All weight hides are quoted at 23@25c delivered basis. Heavy hides quoted at 23@24c and light stock at 32@33c nominal. For business for forward shipment prices considerably lower might be considered. Bulls quoted at 27@28c; kipskins quoted at 40@45c; calfskins at 60@65c. Horse hides quoted at \$9.00@10.00 as to lots, flat.

CALFSKINS it is reported around the East that a couple of cars of Chicago first salted city calfskins sold at 73c. Confirmation at this end is still lacking, but most operators think the same possible but hardly probable. Collector accused is sold into January already and from all advices there is an exceptionally good leather trade for high grade stuff and tanners who bought at 75c would pay 73c for more to follow present purchases. Two cars of Canadian calfskins sold at 72½c f. o. b. Canadian funds not for export. A small parcel of December packer calfskins sold at 70c. Outside city calfskins quoted at 65@70c nominal and country skins at 60@65c nominal. Deacons quoted \$3.75@4.25. Kipskins quoted at 55@60c nominal for fresh stock; resalted goods 50@55c and country lots at 40@45c asked; inside nearer the market.

DRY HIDES quiet. Heavy Western butcher and fallen hides flat for trim quoted nominal at 42@45c; inside nearer the market; lights 45@47c.

HORSE HIDES quiet and easy. Best bids for country run of stuff \$9.00; bids at \$10.00 registered today for city stock including a small percentage of countries; best bids for heavy average spready renderer hides \$11.00. Ponies and glues half rate; colts \$1.00@1.25.

SHEEP PELTS quiet. Packer sheep and lambskins are well sold out at \$3.65@3.95 as to weights, spread and point. Dry pelts 42@45c for business; pickled skins \$22.00@24.00 dozen nominal; common goats are easy and quiet at \$2.25@2.50 and angoras at \$3.00@3.25.

HOGSKINS quiet and unchanged at \$1.00@1.25 for country run with rejected pigs and glues half rates. Pigskin strips 11@11½c.

New York.

PACKER HIDES—One packer sold 3,000 light cows of salting to the end of the year at 34c; no other movement reported. Spread native steers last sold at 42c for regular Decembers and 40c for narrows; heavy native steers nominal at 39c; branded steers nominal around 31½@32c; unsold supplies still large. Small packer hides quiet; branded steers have sold at 29c as previously noted and tanners believe they can obtain more at this figure, for small packer kill. Small packers are anxious to unload unsold supplies.

COUNTRY HIDES quiet and waiting; there is a fair call for extremes for im-

mediate delivery and these are quoted at 35c for business; hides for January delivery are not quoted at over 32c for business. Buffs likewise are also; prices nominally quoted from 25@27c as to lot, seller, etc. Tanners believe they can secure buffs at less money if they were disposed to bid.

CALFSKINS quiet; New York City trimmed skins are quoted at \$8, \$9 and \$10 last paid; demand slow at present. Outside cities \$1 less last reported paid; countries, \$6.50, \$7.50 and \$8.50 nominal.

HORSEHIDES quiet and waiting; country run of horsehides are quoted at \$10 asked and last paid with tanners dropping their ideas 25@50c; renderers horse \$11.50@12 asked, market slowing up.

IMPORTED DRY HIDES quiet and unchanged; sellers talk around 45c for business in Bogotas, etc., but buyers' ideas are based on 42c for trading. Very little activity is expected until the turn of the year. Buenos Aires regular hides are being offered at 44c in the east, but tanners' views are considerably less. No trading.

IMPORTED WET SALTED quiet; cables from the River Plate state there is very little activity of any kind; frigorifico steers are not quotable over \$82@85 for business despite choice quality offerings; tanners' ideas are even less than these figures, especially in view of recent sales of domestics at declines. Spot hides are dull and waiting, no new developments.

THE CUDAHY BALANCE SHEET.

The balance sheet of the Cudahy Packing Company, as of November 1, 1919, is given as follows:

ASSETS.	
CURRENT AND WORKING ASSETS:	
Cash	\$4,957,293.35
Accounts and notes receivable	20,644,454.98
Investments in stocks and bonds	1,945,930.19
Product and supplies	44,986,988.38
Total	\$72,534,666.90
FIXED ASSETS:	
Car and refrigerator line	\$1,397,518.04
Packing and manufacturing plants—real estate, buildings, machinery, etc.	14,936,186.04
Sales branches—real estate, buildings and equipment	2,970,361.98
Total	\$19,304,066.06
BOND AND NOTE DISCOUNT (being amortized)	
	608,793.41
Total	\$92,447,526.37
LIABILITIES.	
CURRENT AND ACCRUED LIABILITIES:	
Notes and accounts payable	\$39,288,286.03
Bond and note interest accrued	348,114.03
Total	\$39,636,400.06
RESERVE FOR FEDERAL TAXES AND CONTINGENCIES	
	677,351.77
7% SINKING FUND—FIVE YEAR GOLD NOTES, DUE JULY 15, 1923:	
Authorized and issued	\$10,000,000.00
Less, retired through sinking fund	1,500,000.00
Total	\$8,500,000.00
5% FIRST MORTGAGE GOLD BONDS, DUE 1940:	
Authorized	\$12,000,000.00
Issued	9,000,000.00
Less, retired through sinking fund	786,800.00
Total	\$8,213,200.00
CAPITAL STOCK:	
Authorized and Outstanding—	
Preferred—6% cumulative	\$2,000,000.00
Preferred—7% cumulative	6,550,500.00
Common	17,249,500.00
Total	\$25,800,000.00
SURPLUS	
Net profit for year	\$2,064,904.52
Dividends paid	1,684,500.00
	380,494.52
Total	\$9,620,574.54
Total	\$35,420,574.54
GRAND TOTAL	
	\$92,447,526.37

The company's sales for the year ending November 1, 1919 totaled \$306,000,000, as compared to sales for the year ending November 2, 1918, of \$286,660,000.

MUST LABEL IMPORTED MEAT.

The British Food Controller has issued an order requiring that imported meat for sale by retail butchers must be labeled with the words "imported" or "imported meat."

We Buy—
Hides, Calfskins, Sheepskins, Tallow
THE C. A. BRESLER & SONS COMPANY
 3200 West 65TH ST., CLEVELAND, OHIO

LIVE STOCK MARKETS

CHICAGO

(Special Letter to The National Provisioner from the National Livestock Commission Co.)

Union Stock Yards, Chicago, Dec. 17.

"Turkey-time" always plays havoc with the cattle trade and this season is no exception to the general rule. During the closing days of last week steer values broke sharply. The week's receipts of cattle in Chicago totalled 89,325, and this was followed by 27,000 on Monday, 21,000 on Tuesday, and estimated receipts of 11,000 today (Wednesday) or approximately 60,000 cattle for the first three days of the week as compared with 55,541 for the same period a week ago, and further declines were recorded on Monday and Tuesday, today's trade being rather dull with values anywhere from \$1@2 per cwt. lower than the high time a week ago. The quality of the receipts is very ordinary indeed, in fact, about the poorest of the season. Only a few strictly choice cattle have been on sale, and outside of one load of prime 990-lb. Angus yearlings at \$19.50 and a load of finished 1,452-lb. steers at \$19, the best on sale were two loads of steers that we sold at \$18, averaging 1,389 lbs. and 1,439 lbs. respectively. Sales above \$16 were few and far between as the bulk of the medium to good corn-fed cattle went all the way from \$12@16, according to weight, quality, and fat; acres of fair, warmed-up killers sold from \$10@12; light-fleshed and light-weight killers from \$8@10, and common little steers, lacking both quality and flesh, down as low as 7c.

Butcher stuff has been in liberal supply and the trade shows 75c loss on canners with all the balance of the common, medium and pretty good kinds of cows and heifers showing \$1@1.25 per cwt. loss, while the choice cows and heifers show only 25@50c decline on account of their scarcity, but naturally show some loss in sympathy with the depreciation in steers and also other grades of "she-stuff." The bull trade has held in fair shape on account of Eastern orders and while the market is 25c lower, they are selling at very satisfactory prices. The calf market has declined 50c per cwt. on veal calves this week, but we usually have a dull trade for calves just at the approach of Christmas. Heavy calves unless fat are fully \$1 per cwt. lower, but the real fat grades have shown very little decline and bulk of that class are selling to the Eastern shippers.

Hog values have subsided to a point where considerably more stability to the trade can be expected. For instance: We purchased a choice rib-roast at 28c a lb., which looks cheap compared to 40c, 45c and 48c, which prices were being paid not many months ago; and the lowering of values to the consumer should broaden the fresh meat demand considerably. Light and even moderate runs are productive of sharp upturns, but too many hogs are in sight for the next 30 days to expect any big permanent advance; in fact, upturns will likely be followed by heavy receipts and a corresponding reaction. Early today good hogs sold from \$14.15@14.35; extreme top, \$14.45; mixed grades, \$14@14.15, and healthy pigs from \$13.25@13.75. Eastern buyers, speculators, and small operators set the early pace, but the trade closed with part of the early advance lost and after such a big upturn some reaction will be logical.

With fairly liberal receipts since the opening of the week's sheep and lamb trade up until Wednesday morning had been active and strong, with prices 15@30c higher than the close of last week. Wednesday, with receipts estimated at 20,000, early sales looked a little lower than the day before, and with anything like liberal supplies the balance of the week indications suggest that values will

work to a lower level. Up to 10 o'clock Wednesday morning sales looked weak to a quarter lower than the previous session, with quotations ranging as follows: Good to choice lambs, \$16.50@17.15; poor to medium, \$15@16; culls, \$10@13; good to choice yearlings, \$14@14.75; medium-fleshed and heavy yearlings, \$12.50@13.50; good to choice wethers, \$10.50@11; fair to best ewes, \$9.50@10; feeding lambs, \$14@15.

KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, Dec. 17.

Trade in cattle opened slowly with prices about steady at Tuesday's decline. Good to choice beef grades were in moderate supply. Common to ordinary kinds predominated and sold down to last week's level. Hogs opened slowly at strong prices and later were quoted up 25@35c. The close was firm at the advance. Sheep and lambs were in active demand at strong prices. Receipts today were 12,000 cattle, 17,000 hogs, 3,000 sheep, compared with 9,000 cattle, 15,000 hogs, and 5,000 sheep a week ago, 13,500 cattle, 34,750 hogs, and 4,050 sheep a year ago.

The market for cattle, though about steady with the mean close Tuesday, is down to last week's low point, and the improved tone that appeared following the settlement of the coal strike has disappeared. Chicago prices have undergone sharp reductions in the past few days, and the Government is once more trying to shake down the cost of living. Also some dullness is evident, owing to the nearness of the holiday season. Few good to choice beef cattle were offered. Some prime Shorthorn steers from Missouri sold Tuesday at \$19.50, and other fed steers at \$13@17.50. Cows brought \$7.50@12.25 for anything better than cutters, and "canners" sold at \$5.25@6. Veal calves remained steady at \$8.50@16.50.

Packers in an effort to get hog prices here down to a relative position compared with other markets broke prices late Monday, and trade was slow Tuesday. Today the market displayed returning strength and prices were up 25@35c. The top price was \$14, and the bulk of the hogs sold at \$13.40@13.80. Current receipts are barely equal to most urgent demand from packers. Demand for stock hogs and pigs is active.

Only 3,000 sheep and lambs were offered today and prices were strong. Some 104 pound ewes sold at \$10.25, and fair yearlings at \$13.10, with lambs short of prime at \$16.35. Killers are taking practically all the offerings, and some orders for feeders remain unfilled.

ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., Dec. 17.

For the week ending today our cattle receipts total 34,000 head. The condition of the market is much the same as we experience each year in the week before the holidays. Some fancy cattle have arrived and have sold within the past three days at the highest figures ever obtained upon this market for carload lots of straight market cattle. Two loads of fancy yearlings averaging a little better than 1,000 pounds brought \$20.75 and a couple of loads of heavy beefs brought \$20.50. These with a number of other sales at \$19@20 constituted our so-called Christmas beef trade. There were also sold some single head lots of fancy steers at 25c, 32½c, and 35c per pound. These latter sales were to city butchers and

they were made largely for advertising purposes. Outside of the fancy stuff the market for the week is around \$1 lower on steers, 50@75c lower on she stuff and butcher stock, and 25@35c lower on canners and cutters. Stockers and feeders are in the neighborhood of 50c lower. In the steer trade the medium class kinds, those ranging from \$11.50@13, seem to have suffered the greatest decline. In some instances the trade insists that prices are as much as \$2 lower than the best time of last week.

The hog receipts continue liberal. Our supply this week totals 90,000 and prospects are that the volume will continue, except, of course, right at holiday time when it usually falls off. The quality of the offerings is fair to good and improves each week. Notwithstanding heavy runs, prices have steadily advanced and at this writing are 85c@1 higher than this time a week ago. Rough packers, while selling a little better than they did last week, have not shown as great an advance as the other grades. Today's quotations are: Mixed and butchers, \$13.75@14.40; good heavys, \$14.25@14.40; rough, \$11.50@12.75; light, \$14@14.25; pigs, \$13@14; bulk, \$14@14.30.

A good demand has prevailed all week in the sheep house. The receipts for the period total 20,000 and were no more than the trade demanded. As a matter of fact we could have used more sheep this week especially of the better grade. Mutton ewes are quoted at \$9.25@9.50, and yearlings up to \$13.50, if fat and of good quality. The bulk of the lambs range from \$16@16.50, with common kinds going at \$12@14.50. Best ewes and wether lambs are quoted at \$16.75 and quite a few lots are going to scale at this figure.

OMAHA

(Special Letter to The National Provisioner.)

South Omaha, Neb., Dec. 17.

Continued rough weather has tended to shut off cattle receipts to some extent and supplies have been much smaller than at this time last year. The market has been unusually unsettled and uncertain owing to bad weather, the shortage of coal and the general demoralization of railroad transportation. During the first half of this week prices for beef steers and butcher stock declined 75c@1 and the market is anywhere from \$1@1.50 lower than it was ten days ago. Choice heavy beefs have been conspicuously scarce but good 75 to 100 day fed steers are selling at \$13@15, fair 1,000 to 1,100 lb. steers at \$10.50@12.50, and the common, warmed-up grades at \$8.50@10 and on down. A few fancy heifers are selling around \$10@12, fair to good butcher stock is going largely at \$6.50@8.50, with canners and cutters at \$4.50@6. Veal calves, bulls, stags, etc., have shown very little change for some time.

Hog values have been working toward lower levels although receipts have been disappointingly light. Shipping outlet is still very much restricted and local packers are decidedly bearish as a rule owing to the unsatisfactory provision situation. Light and butcher weight loads still command top prices, reflecting the healthy demand for fresh meat, while rough packing loads are slow sale at bottom figures. With nearly 10,000 hogs here today the market was around a quarter higher on an average. Tops brought \$13.65, as against \$13.35 last Wednesday, and bulk of the trading was at \$13.25@13.60, as against \$12.90@13.25 a week ago.

Although receipts of sheep and lambs have been of very fair proportion for this time of the year demand has been broad from both packers and feeder buyers and prices have been well sustained all along the line. Fat lambs are going at \$15.25@16.25, and good ewes \$9@9.50.

ICE AND REFRIGERATION

ICE NOTES.

The Totten ice house on Winter street, Waltham, Mass., was partially destroyed by a recent fire.

The Citizens' Mfg. Co., Rutherfordton, N. C., have purchased the local ice making plant. They will enlarge shortly.

J. D. Nichols, of Cleveland, O., is said to be behind a project to erect an ice making and cold storage plant at Mason, Mich.

The Flory Bros. ice plant at Eaton, O., was completely destroyed by fire last week, entailing a loss of approximately \$40,000.

The Marionville Cold Storage Co., Marionville, Mo., contemplate the erection of a new plant to double their present capacity.

The Wyoming Valley Ice Co. has purchased the properties of the Pocono Pure Ice Co. and the Crystal Lake Ice Co. at Hazelton, Pa.

The Tuskegee Light & Power Co., Tuskegee, Ala., has incorporated with a capital stock of \$30,000. They will operate an ice factory.

The Goose Creek Ice Co., Goose Creek, Tex., has incorporated with a capital of \$50,000. The incorporators are S. A. Spencer, W. O. Cornish and J. C. Harris.

The Standard Coal & Ice Co. has taken a long term lease on the property located at 50 Maple street, Burlington, Vt., which they will convert into an ice storage house.

The Burton Ice & Mfg. Co. has incorporated with a capital stock of \$50,000 at Burton, S. C. William Kayserling is president; H. K. Lea, vice-president; and E. L. Allen, manager.

The Calcasieu Mercantile Co., wholesale grocers of Lake Charles, La., will shortly construct a new cold storage warehouse in connection with their plant to cost approximately \$100,000.

The following officers have been elected by the S. Miller Cold Storage Co., Marshfield, Wis., at their recent annual meeting: Sam Miller, president; W. M. Miller, vice-

president; I. J. Miller, secretary and treasurer.

The Valley Ice Co., Hamilton, O., which recently took over the plant of the Cincinnati Brewing Co., has discontinued operations until spring, at which time they will make extensive improvements.

The Okmulgee Light & Power Co., Okmulgee, Okla., are erecting a new fireproof building which they will utilize for the manufacture of ice. They will install a 50-ton freezing tank and a 100-ton ice making plant.

Construction work is being rapidly completed on the new ice making house of the B. S. Tabor Co., Canasto, N. Y. When the building is finished and machinery installed, the property will have been improved to the extent of \$13,000.

C. Lepori, A. C. Cardinale and Emil Emmington, all of Pittsburgh, Pa., are reported to be financing a proposition whereby one of the largest ice making plants and storage houses in the state will be erected. Further details are lacking.

The Rapid Service Ice Co. is being incorporated as the Allentown Rapid Service Co., Allentown, Pa. The new company, which is capitalized at \$50,000, will make extensive improvements to its property, including the installation of new ice making apparatus.

STOCKS OF MEATS AND LARD.

Holdings of frozen and cured meats in cold storage, December 1, 1919, according to the latest report issued by the U. S. Bureau of Markets, show an increase of 10,114,568 pounds of frozen pork; 2,873,562 pounds of cured beef; and 342,271 pounds of lamb and mutton, over the holdings reported for December 1, 1918. Decreases as follows are also indicated for the same period: dry salt pork, 41,033,813 pounds; pickled pork, 16,645,523 pounds; lard, 32,872,090 pounds; miscellaneous meats, 23,267,951 pounds; and, frozen beef, 6,792,293 pounds less.

During November holdings of frozen beef were reported as increasing 38,721,964 pounds; lamb and mutton, 1,494,234 pounds; and miscellaneous meats, 872,975. Decreases for the month were reported as 2,137,951 pounds of cured beef, 2,038,120 pounds of frozen pork, 39,924,718 pounds of dry salt pork, 12,984,747 pounds of pickled pork, and 17,237,758 pounds of lard.

The following is a summary of cold storage holdings of frozen and cured meats

THE NATIONAL AMMONIA COMPANY

PHILADELPHIA

ST. LOUIS

NEW YORK

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1890

QUALITY—SERVICE
IN CYLINDERS, 50—100—150 LBS. SIZES

Stocks Available in Principal Cities

INSULATION MUST BE GOOD TO OBTAIN SATISFACTORY RESULTS

"AND YOU CAN'T BEAT CORK!"

THAS A FACK—BRACK an MACK

OUR BOOKLET WILL INTEREST YOU. WRITE US

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MECHANICAL REFRIGERATION

RELIABLE---BENEFICIAL



The many benefits common to all users of MECHANICAL REFRIGERATION should make it a valuable adjunct to **your** business.

The uniform temperatures it provides have a better holding effect on the product in storage than ice, because the temperature produced by ice is not uniform, varying with the amount of ice in the refrigerator.

MECHANICAL REFRIGERATION permits the maintenance at all times of any temperature desired in the refrigerators or cold storage rooms, whereas you can not always get ice just when you need it, and a delay of even a few hours often means a loss through deterioration of the product in storage.

If interested in MECHANICAL REFRIGERATION, a request for information and prices will receive our prompt attention.

YORK MANUFACTURING COMPANY

Ice-Making and Refrigerating Machinery Exclusively

YORK, PA.



PURITY IS ESSENTIAL IN AMMONIA

For Refrigerating and Ice Making. Because nothing will reduce the profits of your plant so surely as Ammonia laden with organic impurities.

BOWER BRAND ANHYDROUS AMMONIA

is made from pure Aqua Ammonia of our own production, thoroughly refined and purified. Send for Free Booklet.

Henry Bower Chemical Manufacturing Co., 29th Street and Gray's Ferry Road
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SPECIFY BOWER BRAND ANHYDROUS AMMONIA which can be obtained from the following:

Atlanta—M. & M. Warehouse Co.
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Boston—G. W. Garner, 40 Central St.
Buffalo—Keystone Warehouse Co.

Chicago—Ernst O. Heinsdorf, 1004 Canard Bldg.
Cincinnati—Pan Handle Storage Warehouse.

Cleveland—General Cartage & Storage Co.

Detroit—Brennan Truck & Storage Co.

Havana—South Atlantic Commercial Co.,
Successors to Lindner & Hartman.
Jacksonville—St. Elmo W. Acosta.
Liverpool—Peter B. McQuie & Son.
Mexico, D. F.—Ernst O. Heinsdorf.
Newark—American Oil & Supply Co.
New Orleans—United Warehouse Co., Ltd.;
C. Ben Thompson & Co., 600 Common St.
New York City—Roesler & Hasselacher Chemical Co., 100 William St.

Norfolk—Henry Bower Chemical Mfg. Co.

Agency, First and Front Sts.
Philadelphia—Henry Bower Chemical Mfg. Co.
Pittsburgh—Pennsylvania Transfer Co.,
Duquesne Freight Station; Pennsylvania
Brewers Supply Co., Union Arcade Bldg.
Providence—Rhode Island Warehouse Co.;
Edwin Knowles.
Richmond—Bowman Transfer & Storage Co.
Rochester—Rochester Carting Co.
Savannah—Benton Transfer Co.
Toledo—Moreton Truck & Storage Co.
Washington—Littlefield, Alford & Co.

on December 1, 1919, as reported by the Bureau of Markets, giving present figures and comparisons of a month ago and a year ago:

	Dec. 1, '19. pounds.	Dec. 1, '18. pounds.	Nov. 1, '19. pounds.	Nov. 1, '18. pounds.
Frozen beef	222,918,346	229,710,639	184,196,382	224,320,531
Cured beef	35,456,729	32,583,167	37,594,680	29,376,151
Lamb & mutton	9,388,521	9,046,250	7,694,287	8,644,785
Frozen pork	44,864,158	34,749,590	46,902,278	38,053,383
Dry salt pork	242,005,195	283,039,908	281,929,913	247,305,996
Pickled pork	226,734,532	243,380,055	239,719,279	233,148,099
Lard	48,798,459	81,670,549	66,036,217	76,127,694
Misc.	82,986,249	106,254,200	82,113,274	102,537,568

The holdings tabulated above include an estimate of the holdings of a few unreported firms. These estimated holdings are in every case less than 2½ per cent of the total stocks.

The stocks include holdings in both cold storage warehouses and packing plants, and also include meats held in the process of curing as well as the cured products.

The Mallette Sausage Co., Stevens Point, Wis., has been organized for the purpose of manufacturing meat products. A. G. Mallette and Robert E. Kostka are the principals.

REMINGTON MACHINE CO.

Wilmington, Delaware
ICE MAKING AND REFRIGERATING MACHINERY
Smaller machines a specialty. Ask for information.

COLD STORAGE INSULATION

ALL KINDS OF REFRIGERATOR CONSTRUCTION
JOHN R. LIVEZEY 1933 Market Street
Philadelphia, Pa.

Doors for Overhead Meat Rail

Indispensable for Packing Houses, Abattoirs and all plants where overhead rails are in use

Durability, Simplicity and ease of operation of the Trap Device, with no springs, sliding or working parts or other delicate mechanism to wear out, break or rust, are notable features.



Open right—close tight

The pockets on each side of the track port are as thoroughly insulated as is the door itself, thus eliminating the necessity of the purchaser having to do this important work at his own expense before the doors are installed, as is frequently the case with other makes.

Write for new Catalog No. 9—contains a door for every purpose.

Jamison Cold Storage Door Co.

Formerly Jones Cold Storage Door Company

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MARYLAND, U. S. A.

HATELY BROTHERS COMPANY

ESTABLISHED 1873

PORK PACKERS

Exporters of Pork Products Since 1874

LARD REFINERS

Exceptional facilities for handling domestic orders in less than carload lots

UNION STOCK YARDS

CHICAGO

Equity Co-operative Packing Company, Fargo, North Dakota

Capitalization \$3,000,000

BEEF AND PORK PACKERS*Our Tongues Speak for us***BERNARD S. PINCUS**

Manufacturer and Wholesale Dealer in BOLOGNA SAUSAGES, TONGUES, CORNED BEEF, SPICED BEEF, Etc.

Manufacturer of FINE BEEF SALAMI Under U. S. Government Inspection

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LARD BAGSMADE OF PURE VEGETABLE PARCHMENT PAPER. 1 LB. SIZE FOR
USE IN PAPER CARTONS, 28 LB. SIZE FOR USE IN 2-28 EXPORT BOXES**BACON BAGS, SAUSAGE and FRANKFURT BOXES**COMPLETE STOCK OF ALL KINDS OF
WRAPPING PAPERS ALWAYS ON HAND*Let Us Submit Samples and Prices***HOLLIS and DUNCAN**

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PACKAGE COMPANY**Finance Building
Philadelphia, Penna.FACTORY
Marcus Hook, Penna.**TIGHT BARRELS
AND
SHOOK FOR EXPORT***Lard Tierces a Specialty*DISTRICT OFFICES AT
New York City Chicago, Ill.
Buffalo, N. Y. Cincinnati, Ohio
Boston, Mass. Pittsburgh, Penna.
Baltimore, Md. Philadelphia, Penna.DRYERS--EVAPORATORS--PRESSES
RENDERING TANKS AND
BY-PRODUCT MACHINERY
THE AMERICAN BY-PRODUCT MACHINERY CO.
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PLAIN and LITHOGRAPHED

A HIGH GRADE CAN WITH YOUR BRAND LITHO-
GRAPHED IN BRIGHT, SHARP COLORS, IS AN AD-
VERTISEMENT FOR YOUR BUSINESS LONG AFTER
THE ORIGINAL CONTENTS HAVE BEEN REMOVED.**PLATT & CO., Inc.** KEY HIGHWAY
BALTIMORE, MD.**LARD PAILS**OF
SUPERIOR QUALITY
AT
REASONABLE PRICES
FOR
PROMPT SHIPMENT**JOHNSON-MORSE CAN COMPANY**

WHEELING, WEST VA.

Chicago Office: 1966 Conway Bldg., 111 W. Washington St.

Chicago Representative: Mr. Sydney J. Davies, District Sales Agent

PACKERS AND GOVERNMENT AGREE.

(Continued from page 17.)

Palmer's Interpretation of It.

The Attorney General follows this outline with a lengthy statement in which he repeats the familiar allegations which have been the basis of all government attacks on the large packers. He goes into detail on the subject of stockyards control and its effects, financial methods, cold storage warehouses, etc., and devotes considerable space to the alleged attempt of the packers to obtain a "food monopoly" by going into allied lines of food products. In short, he seems to accept the conclusions of the Federal Trade Commission as correct, and as representing what these packers were doing and had planned to do.

He states that he has secured more by this agreement than could have been obtained in a long-drawn-out legal fight, and summarizes his conclusions as follows:

"In general, this decree prevents the defendants from exercising any further control over the marketing of live stock. It forever prevents them from any control over the retailing of meat products.

"It eliminates them from the field of meat substitutes, with the exception of eggs, butter, poultry and cheese, which are left for future consideration and appropriate action, and, therefore, the price of meat is within the control of the people themselves.

"It places the conduct of these great aggregations of capital immediately under the eye of a federal court with reference to their business practices.

"But, greater than all, it establishes the principle that no group of men, no matter how powerful, can ever attempt to control the food table of the American people, or any one of the necessities or component parts of it.

"The department of justice, having in mind the necessities and interests of the whole American people in this critical reconstruction period, feels that by insisting upon this surrender on the part of the packing interests it has accomplished more for the American people than could have been hoped for as the result of a long-drawn-out legal battle."

Cereals and Stock Ownership.

Portions of the Attorney General's statement which explain features of the agreement are as follows:

"Some of the corporations are permitted to continue business in cereals because some of them had been in that business since prior to the time they engaged in the meat business. But in general the decree eliminates all the defendant corporations from all unrelated lines or products not containing meat.

"The decree further enjoins the defendants from individually or jointly owning 50 per cent or more of the voting stock in any corporation engaged in the business or manufacturing, jobbing, selling, transporting, distributing or otherwise dealing in any of the unrelated commodities."

"The agreement provides that immediately upon the entry of the decree the defendants shall commence to dispose of such unrelated commodities owned or handled by them, and shall commence to divest themselves of all their interests in firms, corporations and associations dealing in any of the so-called 'unrelated commodities.' The department of justice may apply to the court at any time within two years to compel the defendants to make report as to the progress being made in divesting themselves of said interests.

Under a Perpetual Injunction.

"The decree further places all of the defendants under a perpetual injunction, with the danger of punishment for contempt, for failure to obey the same.

"The decree will further provide that the government may proceed against any of the defendants for any violation of any law in connection with the carrying on of the business of buying and selling poultry, butter, cheese, eggs, and milk.

"It did not seem just for the government to insist that the defendants should cease dealing at the present time in eggs, butter, poultry, and cheese, but the government is left free at any time it feels the conditions warrant to take the question of these allied refrigerated foods before the courts."

PACKERS' COMMENT ON ACTION.

(Continued from page 17.)

and through the Attorney General the packers are yielding to public opinion."

Statement of Louis F. Swift.

The statement of Louis F. Swift, president of Swift & Company, is as follows:

"As announced by the Attorney General, Swift & Company has consented to retire from the distribution of groceries and to dispose of its interests in public stock yards. The company has taken this step at the suggestion of the Department of Justice and in spite of the fact that there is no law requiring it.

"Although Swift & Company is convinced that it is justified in being in these lines of business, it is dropping them because of its desire to remove the causes of friction which have disturbed its relations with certain factions of the live stock producers and of the distributors of food products for the past two years.

"Swift & Company feels that the spirit which caused the business men of the country to submit to personal sacrifices to win the war is just as essential during this period of reconstruction as it was then. Therefore, it meets the requests of the government for the sacrifice of its own interests as willingly as it met the government's suggestion in all respects during the war.

Admits No Violation of Law.

"I want to emphatically say that, by complying with the request of the Attorney General, Swift & Company is not in any way admitting that it has violated any law. In our answer to the bill of complaint which the government proposes to file we will very positively deny that there have been any violations of the law. We have consented to the entry of a decree for an injunction only upon the express condition that the decree will definitely state that it does not adjudicate that Swift & Company has violated any law of the United States."

Statement of Edward Morris.

Edward Morris, president of Morris & Co., issued the following statement:

"It is true that the government and the packers have come to an adjustment of all differences between them as to certain activities of the packers, but several misstatements have appeared in reference thereto which should be corrected.

"This settlement was made with the express and distinct understanding that it does not involve any violation of the law of the United States by the packers, and the decree of the court will so provide.

"We would never have made any settlement whatever that involved, implied or adjudicated any guilt on our part, because we have not violated any law.

Defends Stock Yards Management.

"We still insist that it was in the interest of the live stock producers that the stock yards should be owned and managed by the people who have an interest in the industry and in the building up of the markets at the great live stock centers.

"Also, that our handling of staple groceries was sound economically and in the interest of the public generally, because our operations in these lines utilized our present facilities during the slack season,

furnished the retailer excellent service and reduced our overhead operating expense, and if this business is taken away either the live stock producer must get less for the live meat animals or the consumer must pay more for meat.

"But we live in a democracy and, rightly or wrongly, a strong feeling has been created in the public mind against these activities on the part of the packers, and in order to meet and satisfy that opinion we have met this issue with our government with true Americanism and along big, broad and constructive lines, and have therefore agreed to dispose of all our interests in stock yards, stock yards terminals and market papers and to discontinue handling staple groceries and to refrain from engaging in the retail meat business or that of public cold storage warehouses.

Time Will Tell Who's Right.

"Time alone will tell whether our activities in these lines were in the interest of the public or not, but it is in the interest of the public that in these times of reconstruction and unrest all these debatable factors should be settled as quickly and as effectually as possible, and this was the controlling motive of Morris & Co. in making this settlement.

"The papers have stated that this settlement would necessitate the readjustment of our corporate organization. This is wholly incorrect. We are simply giving up certain activities. Now that we have met this issue in the interest of the public in these days of uncertainty and unrest, we hope the public will accord fair treatment to this vital industry and in the future eliminate needless and unjustified criticism and agitation which helps no one and hurts all.

"The efficiency of this great industry which has been operating on a profit of a small fraction of a cent a pound, and which is so close to all the people, should never be destroyed or seriously impaired."

TRADE COMMISSION BALKS.

The Federal Trade Commission does not like the agreement with the packers, and does not propose to abide by it, according to a statement issued late Thursday evening at Washington, in which it says it has written the President that it intends to go on with its proceedings against the packers. It does not give out a copy of its letter to the President, but its press agent furnished the newspapers with an extended outline of its views, in which it said it did not "purpose to be a party to this armistice." It adds that it proposes to go on, on the theory that "it is better to settle a fight thoroughly, rather than to give an opponent a breathing spell and to return for a second fight in which it might land a knockout blow."

MEAT STOCKS ONLY FOR 16 DAYS.

The Institute of American Meat Packers, in its monthly statement concerning storage stocks as related to national needs, says:

"Total cold storage stocks of meats and lard would meet the normal consumption of the United States for slightly less than sixteen days if they were the sole source of supply and were all available for immediate consumption.

"But since considerable quantities of these meats are still in process of cure, the portion available for immediate consumption represents a supply for much less than sixteen days.

"The cold storage stocks of meats and lard in the United States, as just announced by the Department of Agriculture as of Dec. 1, amount to 913,152,189 pounds."

Chicago Section

Lou Waltke, of the William Waltke Co., St. Louis, Mo., was in the city for a few days this week.

A. L. Eberhardt, of the George A. Hormel Co., Austin, Minn., blew into town to do a little Christmas shopping.

Isaac Powers, president of the Home Packing & Ice Company, Terre Haute, Ind., was in the city the early part of the week on business.

Swift & Company's sales of carcass beef in Chicago for the week ending Saturday, December 13, 1919, averaged 14.13 cents per pound.

James G. Cownie, of the Jacob Dold Packing Company, Buffalo, N. Y., was in Chicago this week in connection with important matters affecting the trade. Mr. Cownie is an authority, especially in anything having to do with the export trade.

Samuel T. Nash, president of the Cleveland Provision Co., Cleveland, O., and vice-president of the Institute of American Meat Packers, was in Chicago this week for a day, presiding at a meeting of the Institute's foreign trade committee, of which he is chairman.

Invitations have been issued by Mr. and Mrs. Edward F. Carry for the marriage of their daughter, Margaret, to Edward A. Cudahy, Jr., which will take place today at the Holy Name Cathedral. The Most Reverend George W. Mundelein, archbishop of Chicago, will officiate.

C. E. Bowers, secretary of the Frigorifico Wilson de la Argentina, of Buenos Aires, with his wife and seven-year-old son, were visitors to Chicago this week. Mr. Bowers will return to Argentina December 27 and will visit the West Coast countries on his way back. He is a native of Argentina.

Leslie F. Gates, president of the Board of Trade, has been requested to accept a renomination for next year. A petition to that effect has been circulated and was freely signed this week by members, among whom is included Albert E. Cross, who last year was his opponent. All interests have promised their support to Mr. Gates in recognition of their appreciation of his administration.

Vicente Vlasco Ibanez, the famous Spanish author, was in Chicago this week in the course of a tour of the United States, and spent one day at the Stock Yards as the guest of Thomas E. Wilson. After a thorough inspection of the packing plants there he expressed surprise at their extent and the perfection of their organization, operation and condition. He announced that he was "astounded," and declared that the people of Europe had been grossly misled as to the American meat packing industry, and should be told the truth about it. He even intimated that he might write a book about it some day, which would probably be somewhat different from the Upton Sinclair brand of fiction.

Flesh condition and killing quality of the lambs and sheep now reaching Chicago, although better than a month or six weeks back, are below normal for this season of the year. Bulk of the lambs now coming dressed 46 to 47 per cent, whereas it is customary for them to dress 48 to 50 per cent at this season. At present prices, a difference of 3 per cent in the dressing of 80-lb. lambs, allowing the same price for the pelt, means a difference of about \$1.50 per cwt. in the dressed cost of the animal, and a difference of 1 per cent amounts to about 50c per cwt., or 25c per cwt. in the live cost. Many lambs bought at \$16 per cwt. this week have not dressed out better than 47 per cent. On this basis, lambs costing \$16.75 to \$17 at

the week end, that would dress 50 per cent, have been cheaper on the hooks than the \$16 kind dressing 47 per cent.

CHICAGO FAIR PRICE MEAT LIST.

The latest "fair price" list issued by Major A. A. Sprague, chairman of the Illinois Fair Price Commission, quotes what he considers fair retail selling prices of meats, etc., based on specified wholesale prices and allowed margins as follows:

	Wholesale.	Margin.	Retail.
Fresh pork, loins.....	21 @26	.08	29 @36
Fresh pork, chops, ends	21 @26	.07	28 @33
Fresh pork, chops, mid.	21 @26	.12	33 @38
Fresh pork, ribs.....	18 @21	.05	23 @26
Smoked standard hams	21 @31	.07	28 @38
Fresh pork, shoulders..	17 @21	.07	21 @28
Smoked fancy hams....	31 @34	.07	38 @41
Smoked fancy bacon....	37 @48	.08	45 @56
Smoked standard bacon	29 1/2 @39	.08	37 1/2 @47
Smoked picnic hams ..	18 1/2 @25	.06	24 1/2 @31
Lard, raw leaf.....	22 @25	.06	28 @31
Lard, standard	24 1/2 @27 1/2	.06	30 1/2 @33 1/2
Lard, compound	23 1/2 @26 1/2	.06	29 1/2 @32 1/2

WILLIS IS ARMOUR OMAHA HEAD.

Oakley C. Willis, who has been with Armour & Company for the past seventeen years, starting as a salesman, has been appointed general manager of the Omaha plant, according to announcement just made. Mr. Willis will assume his new duties on January 1. He succeeds R. C. Howe, resigned. Mr. Willis goes to Omaha from Chicago, where for the past three years he has been identified with the branch house department of the company.

The rise of Mr. Willis, who is 45 years of age, to his new post has been a gradual process, in common with the experiences of other men who occupy high places in the Armour organization. Like the others, he started in a modest capacity, beginning as a salesman at Zanesville, Ohio. Before joining Armour & Company in 1903 Mr. Willis was in the grocery business at Columbus, Ohio.

From the Zanesville branch he went to Newark, Ohio, and later to Portsmouth, Ohio, putting in six years as salesman. In 1909 Mr. Willis was promoted to the management of the Jackson, Mich., branch, where he served for three years, and then

DASHEW & BARNETT

Counselors At Law

15 Park Row New York
Leon Dashew Ralph Barnett

References:

Armour & Company
The Cudahy Packing
Co.
Austin, Nichols &
Co.
New York Butchers
Dressed Meat Co.

Joseph Stern & Sons,
Inc.
Manhattan Veal &
Mutton Co.
United Dressed Beef
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ABATTOIR PACKING AND COLD STORAGE PLANTS

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Architects

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PACKING PLANTS AND COLD STORAGE
CONSTRUCTION.



*A delicious margarine
for eating and cooking*

"The Greatest Selling Product of its kind in the World"

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Marigold Factories { Chicago, Ill. E. St. Louis, Ill.
 Kansas City, Mo. Jersey City, N. J.
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BONE CRUSHERS



WILLIAMS

Williams Bone Crushers and Grinders are not alone suitable for grinding bone for fertilizer purposes, they are also suitable for crushing bone for glue and case hardening purposes. Every packer having to dispose of his bone whether Green, Raw, or Junk and Steamed bone, will do well to get in touch with Williams.

Williams machines are also suitable for Tankage, Cracklings, Beef Scrap, Oyster and Clam Shells, and any other material found around the packing plant requiring crushing or grinding.

Send for catalog No. 9

THE WILLIAMS PAT. CRUSHER & PULVERIZER CO.

Works:
ST. LOUIS

General Sales Dept., Old Colony Bldg.

CHICAGO

67 Second St.
SAN FRANCISCO

took charge of the larger branch at Columbus, Ohio.

The ability which Mr. Willis showed as a branch manager earned for him the position of assistant district superintendent at St. Paul, Minn., and he entered upon his duties there in 1913. Eight months later he advanced still further, being appointed branch house superintendent in the Dallas, Texas, territory.

Mr. Willis was called to Chicago early

in 1917 to become identified with the branch house department, which has supervision over the more than 400 branch houses of Armour & Company. There he displayed a remarkable grasp of the packing business and showed himself qualified to assume large responsibilities in the Armour organization. His appointment as general manager at Omaha is the reward for his faithful service and ability.

The Omaha plant, over which Mr. Wil-

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CHICAGO

lis will have supervision, ranks among the three largest packing plants of Armour & Company.

Retail Section

PRACTICAL TALKS WITH SHOP BUTCHERS

When Customers Have Accidents on Your Premises

By Elton J. Buckley.

A client of mine, a retail merchant, is considerably perturbed just now because suit has been brought against him by a woman customer who fell over something in his store and hurt herself. The injury was a bad one, and if damages are recovered, they will be large. She caught her shoe in a loose sliver in the floor and fell heavily on her knee. As she was a heavy woman, the knee was smashed and she will never have the full use of it.

On the theory that the owner of the store was liable because he should have kept his floor in shape, she has begun suit for heavy damages. The defendant will have to spend time and money in making a defense, and to cap the climax, may have to pay large damages in the end.

All of which inspires me to say a little about the legal responsibility of merchants for the safety of the people who come into their stores, and what is their liability when such accidents happen.

Not Responsible Beyond Exercise of Reasonable Care.

Long ago it was decided that a storekeeper was not an absolute insurer of the safety of the people who visited his store. In other words, he does not guarantee that his customers will meet with no injuries while on the premises. The burden resting on him is merely to exercise reasonable care to keep his premises in a safe condition. If he does that, he is not responsible for accidents; if he fails to do it, his liability is absolute.

A case along this line which is often referred to was brought by a woman against a Pittsburgh, Pa., department storekeeper. She caught her foot in a worn place in an aisle carpet and fell, hurting herself severely. She sued and got a verdict, but the Appeal Court reversed, holding that the department store did not insure her safety; it merely was obliged to use reasonable care and no evidence had been presented to show that it had not done that.

The court in that case said this which, with a little adaptation, will fit almost any case:

A storekeeper is not liable to a customer, injured by tripping on a worn carpet, unless he knew or should have known of the defective condition in time to have repaired it, or warned the customer, or the general condition was such that he should have anticipated that it would become dangerous unless repaired or replaced.

The proprietor of a store to which prospective customers are invited, like any other person who expressly or impliedly invites others upon his premises, is not an insurer of their safety while in the store, but owes to them merely the duty of exercising reasonable care to keep the store in a safe condition for their proper use.

When the defective condition was not

a structural one, but was due to a carpet or rug becoming out of repair, before defendant could be charged with failure to perform any duty to plaintiff, it was necessary for the jury to find, either that the store had actual knowledge of the worn-out or defective condition of the carpet a sufficient length of time before the accident happened to have enabled it to repair it, or to have warned Mrs. C—— of its condition; or that its actual condition at the time of the accident had existed for such a length of time prior thereto, that defendant in the exercise of reasonable care should have discovered it before the accident and remedied it, or that its general condition before the accident was such that in the exercise of reasonable care, defendant must have anticipated that it would in all probability, unless repaired or replaced, become dangerous to customers or persons lawfully passing over it.

In other words, if a customer trips over something and falls, the owner is liable in damages if—

When You Are Liable for Damages.

(a) He knew that the thing she tripped over was there and that it would likely prove dangerous; or

(b) Even if he didn't actually know it was there, if it had been there so long that he should have known it.

If the owner knew nothing of the thing she tripped over, and if it had been there only a short time, no court will give her damages, because she has not shown negligence on the merchant's part.

For instance, I remember a case in which a woman—most all the plaintiffs in this class of cases, if the defendant is a retailer, are women—sued a storekeeper for damages because a board had slipped down from some frame work over a counter and tripped her. She lost her case because she was not able to show how long the board had been there; so far as the evidence showed the contrary, it might have fallen the instant before she reached the spot. The case was therefore weak in its essential point, i. e., the negligence of the storekeeper, because nobody is negligent for not knowing in advance that a board is going to fall and trip a customer.

The moral in these cases is, the minute you see or hear of something about your premises which may cause a customer damage, fix it. No matter how trifling it seems to be go after it and fix it instantly. Because if something happens and you are sued, you will always be asked on the witness stand whether you knew of the broken board, or the hole in the pavement, or the worn place in the carpet, or the nail which protrudes from the end of the counter, and if you did know about it, and had calculated to fix it "as soon as I can get around to it," but didn't do it before the accident happened, it will probably go hard with you.

Everything said above applies to any-

body who keeps a store or an office, just as it does to retailers.

(Copyright, December, 1919, by Elton J. Buckley.)

ATTACK COST OF LIVING.

(Continued from page 19.)

for the various cuts of meat by educating the public. Correct information as to the value, use and preparation of the different cuts could be disseminated through the civic and governmental organizations whose co-operation the conference will obtain. Educational material could also be made public through the press and by means of bulletins and charts distributed through municipal, federal and civic agencies.

In the second place, practically the whole public has neglected lamb, especially the cuts other than leg and chops. This neglect has been reflected in a scant production and perhaps in higher prices than otherwise would obtain. An authoritative campaign would do much to correct this situation.

Public Should know All Facts.

We believe provision should be made for keeping the public informed as to the cost of producing, marketing, processing, distributing and selling food. The public also should be kept enlightened as to conditions of supply, demand and consumption at any given time. In this way purchases could be adjusted more closely to a prevailing situation.

Further, the dissemination of accurate information on these subjects would avert hasty and violent measures in cases where they would be hurtful. There is always the economic danger, generally faced reluctantly and stated hesitantly, that the public, in its resentment at the high cost of living may, by boycott or otherwise, drive food prices down to a level below the farmers' cost of production, subsequently causing a scant supply and higher prices.

The people also should be placed in possession of facts concerning price changes, so that they may distribute their expenditures to the best advantage. For example, in the last few months the average wholesale price of beef has decreased about one-third and the price of pork has gone down heavily. The declines in these two commodities have been much greater than the declines in the general cost of living. If the public should be informed of these changes and similar changes in other commodities, they would be enabled to reduce their purchases of the articles which have decreased least rapidly and thereby automatically effect a lowering of prices.

We also believe that consumers should be urged to adjust their buying to their budgets. In any educational work among consumers the conference doubtless could obtain the full co-operation of the retailers and their associations.

The packing industry will be glad to co-operate fully and heartily in any sincere effort to reduce the cost of living and improve economic conditions.

Sincerely yours,

INSTITUTE OF AMERICAN MEAT PACKERS,

Thomas E. Wilson, President.

Retail Butchers Offer Suggestions.

Charles W. Kaiser, secretary of the United Master Butchers of Chicago, sent to Governor Lowden, for transmission to the conference on prices and living costs, the following telegram:

As secretary of the United Master

Butchers of Chicago, I venture to make several suggestions by which I believe the cost of living may be lowered to some extent. I urge upon the conference consideration of these suggestions.

The United Master Butchers' Association canvassed a thousand retail meat dealers in various parts of the United States to learn whether the cheaper cuts of meat are neglected by consumers, whether meat could be sold cheaper if the demand for the various cuts were equalized and whether there is a prejudice against mutton.

Of those who answered, 88 per cent declared that the cheaper cuts are neglected, 72 per cent asserted that meat could be sold cheaper if the demand were equalized and a considerable proportion reported a prejudice against mutton.

The more economical cuts are nutritious and palatable when properly prepared. Discrimination against these cuts is due to lack of knowledge. I believe an educational campaign initiated by the conference could do much to make the demand more nearly even and thereby promote economies in retail merchandising. Furthermore, a campaign to increase the consumption of lamb would increase production and perhaps lower prices.

The retailers will be glad to co-operate in any way possible with those who may be delegated to carry on the work of the conference.

UNITED MASTER BUTCHERS OF CHICAGO.

Charles W. Kaiser, Secretary.

LOCAL AND PERSONAL.

Howard Drauker, Keystone, Neb., has opened a market.

A. Y. Moore has opened a meat market at Clarksville, Ark.

S. S. Carter has opened a meat market at Ten Strike, Minn.

George Yeager has reopened his market at Crawfordsville, Ind.

Jenson & Wilson, Chadron, Neb., have opened a new market.

Gus Zulsdorf will open a meat market shortly at Pillager, Minn.

A. E. Maser sold his market to Ben Carlos at Watertown, S. D.

Joe Stafford is about to open a new meat market at Cordell, Okla.

Geo. Kurk has reopened the Hanover meat market at Hanover, Kan.

Julius Johnsen has purchased the City Meat Market at Winger, Minn.

Jay Jarvis is about to engage in the meat business at Peabody, Kas.

A. Y. Moore has opened the Clarksville meat market at Clarksville, Ark.

DeHapp & Ellis sold their shop to Behnke & Nelson at Luverne, Minn.

Hoble & Swanson have purchased the Bayne meat market at Aurora, Neb.

Wilkie Bros. will shortly open a market on South Chicago street, Lincoln, Ill.

Knud Henriksen has purchased the Ruskin meat market at Ruskin, Neb.

S. Brooks & Son have purchased the Brown stock of meats at Clarks, Neb.

Fred Jensen and C. H. Wilson have opened a meat market at Chadron, Neb.

C. H. Rinesmith has purchased the meat market of Jos. A. Kinney at Bartless, Neb.

E. Bigglestone has taken possession of the L. Groves meat market at Spencer, Ia.

Harry Falk has been succeeded in the meat business by A. C. Griffin at Sterling, Neb.

B. A. Jackson, Kansas City, Kans., has suffered a loss of \$8,000 by a recent fire in his shop.

Harry L. Williams is about to open the Union Market on West Main street, Trinidad, Colo.

Jacob Lotseth has sold his shop to Martin Hovland and Jacob Braaten at Boyceville, Wis.

W. H. Stroheker and son have purchased the meat market of Crump & Son at Barry, Ill.

G. A. Dike has succeeded J. A. Brooks as proprietor of the City Meat Market at Wanette, Okla.

Bourks & Texley have succeeded G. V. Clark as owners of the latter's shop at Randolph, Neb.

J. A. McNeff will shortly open a meat market, bakery and grocery store at Stillwater, Okla.

Anton Pokorney has succeeded Jeff McClain at Seward, Neb., as proprietor of the other's shop.

Mr. Goldberg has sold his interest in the Almont meat market to Geo. Wilson at Almont, N. D.

F. C. Kurtz' Palace Meat Market has been sold to the father of the present owner at Elkhorn, Wis.

Irvin L. Tuggle is about to open a grocery and meat market in the Busy Bee building, Moberly, Mo.

S. Brooks & Son are succeeding W. W. Brown & Co. as proprietors of the meat market at Clark, Neb.

H. R. Martin has announced his intention of establishing a cash and carry meat market at Hagerstown, Md.

C. M. Levis sold his interest in the Osseo meat market to his partner, Theo. O. Johnson, at Osseo, Wis.

Shipler & Sons have moved their meat market across the street from their present location at Sylvia, Kas.

Math. Riesgraf bought an interest in the George Dietz meat business at Chaska, Minn. They will operate as Dietz & Riesgraf.

Hagerman's meat market, 310 West Church street, Orlando, Fla., suffered a loss of several hundreds of dollars by a recent fire.

MEAT SUPPLIES IN NOVEMBER.

Official reports from 68 markets for the month of November show that receipts of cattle during that month totaled 2,707,606 head, compared to 2,653,772 head in November, 1918.

Hog receipts were 3,793,174, compared to 4,638,778 a year ago. Receipts of sheep and lambs totaled 2,845,963, compared to 2,605,519 a year ago.

For the eleven months of the year receipts of cattle at 68 markets were 22,494,364, compared to 23,217,649 for the same period a year ago. Hog marketing at 68 points for eleven months was 39,948,653, compared to 39,755,302 for the same period last year. Sheep and lamb receipts at these points totaled 24,802,956 for the eleven months, compared to 20,862,889 for 1918.

Slaughter reports from these 68 points show the following figures for November: Cattle, this year, 1,318,583; last year, 1,427,740. Hogs, this year, 2,449,660; last year, 3,366,763. Sheep and lambs, this year, 1,211,281; last year, 1,135,797.

Slaughter reports for the eleven months show the following comparisons: Cattle, this year, 12,504,472; last year, 13,578,721. Hogs, this year, 27,151,603; last year, 26,679,438. Sheep and lambs this year 11,437,788; last year, 9,363,653.

BUTCHERS FAVOR OPEN SHOP.

More than 200 members of the Wisconsin Retail Marketmen's Association recently met at Milwaukee, Wis., and adopted a number of resolutions, among others being one which put the organization on record as being in favor of an open shop and its refusal to recognize boycotts against any wholesale or retail meat dealer.

A. H. March Packing Co. Pork Packers

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JOHN CHATILLON & SONS

85 CLIFF STREET Established 1835 NEW YORK, N. Y.

New York Section

A. E. Bump of Swift & Company's construction department, Boston, Mass., was in the city this week.

The Birmingham Packing Company, Birmingham, Ala., has removed its New York headquarters from Brook avenue to 53 Little W. 12th street.

A. A. Dacey of the beef department, Swift & Company, Chicago, and J. A. Kennelly of the glue department were in New York on business this week.

W. J. Russell, Jr., of Swift & Company's beef grading department, Chicago; A. R. Marquis, of the branch house provision department, and C. H. Kane of the construction department, were visitors to New York this week.

Prices realized on Swift & Company's sales of carcass beef in New York City for week ending Saturday, December 13th, 1919, on shipments sold out, ranged from .12 to .2654 cents per pound and averaged .1639 cents per pound.

P. L. Handley has been made district manager for the Cudahy Packing Company at New York, succeeding the veteran P. L. Hughes, who retires after 25 years of active service. Mr. Handley has been assistant to Mr. Hughes in the New York territory for a number of years and is very well known and popular in the trade.

The following is a report by the New York City Department of Health of the number of pounds of meat, fish, poultry and game seized and destroyed in the city of New York during the week ending December 6th, 1919: Meat—Manhattan, 3,175 lbs.; Brooklyn, 6,253 lbs.; The Bronx, 1,115 lbs.; Queens, 57 lbs.; total, 10,600 lbs. Fish—Manhattan, 45,876¼ lbs.; Brooklyn, 60 lbs.; The Bronx, 10 lbs.; total, 45,946¼ lbs. Poultry and game—Manhattan, 348 lbs.; The Bronx, 4 lbs.; Queens, 20 lbs.; total, 372 lbs.

The regular Meat Inspection Division office of the U. S. Bureau of Animal Industry, for many years located at 104 West 42nd street, has been consolidated with the office of the Import and Navy Inspection Division of the Bureau of Animal Industry, which was formerly in charge of Dr. J. Huelsen, and the office will be located, after December 22, at Room 303, U. S. Barge Office, New York City. Dr. N. L. Townsend, inspector-in-charge. Dr. L. D. Ives, his assistant, and their staff will hereafter be located at the Barge Office headquarters.

JERSEY CITY STRIKE SETTLED.

The strike of the Jersey City butcher workmen against the Armour and Swift packing plants, which began last October, has been settled in accordance with a mutual understanding which resulted in a 10 per cent increase in wages for the men. The packers, however, refused to recognize the union.

PACKERS' PROFITS LESS.

(Continued from page 19.)

"It is our judgment born from our experience of Governmental activity and control, that all Governmental efforts in respect to price fixing and control of distribution, no matter how sincere, are practically of little benefit, and produce disastrous consequences in most instances. After all, the free and unhampered flow

of trade provides within itself the greatest item of protection to the public as well as of benefit and guide to the producer, the packer and the consumer.

"If we had had less arbitrary control and such high prices of commodities as would have been the case under normal and uncontrolled conditions, increased production, coupled with the enforced lessened consumption, would have followed more surely, and the situation at the present time, in our judgment, would have reached a permanent normal level with less confusion.

Have Helped Keep Prices Down.

"3. During the year the packing industry has been the subject of bitter and organized attack for the purpose of promoting legislation seeking to subject it to still greater Governmental control. The public may not realize that even now the packing industry is probably subject to more supervision and more detailed control in its operations than any other business.

"Notwithstanding this fact and the efforts being made for additional legislation, we have also been subjected to many attacks and great agitation in the public press and otherwise on account of high prices. As to these we are certainly not the cause, but in fact a tremendous and perhaps the only influence which has operated to hold them down at all.

"Our gross sales and net profits (estimated income and excess profit taxes being deducted) for this fiscal year and for the one immediately preceding it, are as follows:

	Year ending—	Gross sales.	Net profits.
Nov 2, 1918	...	\$286,660,971.48	\$3,876,808.58
Nov. 2, 1919	...	306,000,000.00	2,064,994.52

"It will be observed from the figures submitted, that not only is our rate of profit as compared to gross sales this year less than ever, but also that our average

profit per pound has been certainly less than ¼c. Surely no fair-minded person would say that such profits, considering the risk and the uncertainties of the business, a large part of which is in a highly perishable commodity, are in any sense adequate. And it is a strange anomaly that in a year which on the whole has resulted in relatively low profits we have none the less been subjected to greatly increased criticism.

Public Extravagance in Meat Buying.

"4. Notwithstanding the criticism and the agitation against high prices which have been such a factor in our business during the year, there is a still greater anomaly.

"The facts and experience of retailers indicate that so far as the purchasing public is concerned, there has been an abnormal demand this year for articles of the highest price and quality. Everybody has wanted the best and has seemed to have the money to pay any price for it. Cheap meats and cheap everything appears to be a drug on the market and almost unsalable.

"If there was a better demand for, and if a better price could be realized from, the cheaper cuts, it would have the most beneficial effect all around. It would reduce the demand for the highest grades and probably would reduce their prices—it would also enable the animal as a whole to be handled to better advantage and, while really decreasing the prices which the public is paying for the meats, would produce more money for the animal and its products considered as a whole.

"The surest way to get back to the old-fashioned prices is to get back to the old-fashioned market basket and to the occasional use of old-fashioned "corned beef" and other fine and palatable but cheaper cuts. These are available in every market but seem almost to be forgotten."

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Markets at Chicago and three Eastern markets on Thursday, Dec. 18, as follows:

	Chicago.	Boston.	New York.	Philadelphia.
Fresh Beef—				
Steers:				
Choice	\$25.00@27.00	\$24.00@26.00	\$23.00@25.00	\$.....@.....
Good	20.00@25.00	21.00@23.00	19.00@22.00	22.00@24.00
Medium	15.50@19.00	18.00@20.00	17.00@19.00	18.00@21.00
Common	12.00@15.00	15.00@17.00	14.00@16.00	14.00@17.00
Cows:				
Good	14.50@16.00	15.00@16.00	16.00@.....	16.00@.....
Medium	13.00@14.00	14.00@14.50	14.00@15.00	14.00@15.00
Common	11.50@12.50	13.00@13.50	13.00@14.00	13.00@14.00
Bulls:				
Medium	.....@.....	12.00@13.00	11.00@12.00@.....
Common	8.50@10.00	11.00@12.00	9.00@10.50	9.50@10.50
Fresh Lamb and Mutton—				
Lamb:				
Choice	24.00@25.00	24.00@24.50	26.00@28.00	26.00@.....
Good	22.50@24.00	23.00@24.00	24.00@25.00	24.00@25.00
Medium	20.00@22.00	22.00@23.00	21.00@23.00	23.00@24.00
Common	17.00@20.00	20.00@21.00	19.00@20.00	20.00@22.00
Yearlings:				
Good	20.00@22.00	19.00@20.00@.....@.....
Medium	18.00@19.00	17.00@18.00@.....@.....
Common	.....@.....	12.00@15.00@.....@.....
Mutton:				
Good	14.00@16.00	13.00@14.00	15.00@16.00	16.00@.....
Medium	11.50@13.00	12.00@13.00	14.00@15.00	14.00@15.00
Common	10.00@11.50	10.00@11.00	10.00@12.00	13.00@14.00
Fresh Veal—				
Choice	24.00@26.00	.....@.....	27.00@29.00@.....
Good	20.00@24.00	.....@.....	24.00@26.00	18.00@22.00
Medium	17.00@20.00	14.00@15.00	20.00@23.00	14.00@17.00
Common	13.50@16.00	11.00@12.00	15.00@18.00	12.00@14.00
Fresh Pork Cuts—				
Loins:				
8-10-lb. average	23.50@25.00	25.00@25.50	25.00@27.00	24.00@26.00
10-12-lb. average	22.50@24.50	24.00@24.50	23.00@25.00	24.00@25.00
12-14-lb. average	22.00@24.00	22.00@23.00	22.00@23.00	22.00@23.00
14-lb. over	20.00@23.00	20.00@22.00	20.00@22.00	20.00@22.00
Shoulders:				
Skinned	18.50@20.50	.....@.....	20.00@23.00	21.00@22.00
Picnics:				
4-6-lb. average	18.00@20.50	20.00@20.50	23.00@24.00	20.00@21.00
6-8-lb. average	17.50@19.50	19.00@20.00	20.00@22.00	19.00@20.00
8-lb. over	15.50@18.00	18.00@19.00@.....@.....
Butts:				
Boneless	.....@.....	.....@.....	24.00@26.00@.....
Boston style	20.00@22.00@.....	22.00@23.00	24.00@25.00

*Veal prices "hide on" at Chicago and New York.

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BENNING, D. C.

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SAUSAGE SPECIALTIES,
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Beef and Pork Packers — Sausage Manufacturers

Dressed Hogs in Car Lots Our Specialty

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MARION, OHIO

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DRESSED BEEF—PORK—MUTTON

BONELESS SAUSAGE MEAT

Fresh or Frozen

